

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988

RE: Support for Conditional Use Permit for Central Commercial Permitted Retail Cannabis Dispensary

I understand the City of Willows has modified setbacks and has approved zoning in the central commercial area for a permitted cannabis dispensary.

I support the permitted use in the central commercial zone.

This business is appropriate for the central commercial zoning and will assist with commercial growth and business sustainability.

Sincerely,


Marta Lopez
YumYum Ice Cream

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988

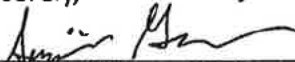
RE: Support for Conditional Use Permit for Central Commercial Permitted Retail Cannabis Dispensary

I understand the City of Willows has modified setbacks and has approved zoning in the central commercial area for a permitted cannabis dispensary.

I support the permitted use and location of a retail dispensary in the central commercial zone at 130 N. Butte Street, Ste. AB, Willows CA.

This business is appropriate for the central commercial zoning and will assist with commercial growth and business sustainability. I have full confidence this will be a responsible business and I support this use.

Sincerely,



Elite Barber Shop
130 N. Butte St, Ste FG

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988

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Sincerely,

A handwritten signature in black ink, appearing to read "Arthur Shaw", written over a horizontal line.

130 N. Butte St, Suite 15

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988


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130 N. Butte Street

October 7, 2024

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201 North Lassen Street
Willows, CA 95988

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Sincerely,

Leticia Aguilar Moreno

Mi Pinconcito Market

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988

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Sincerely,

Shane Gammitt
530-804-2355

SG

October 7, 2024

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201 North Lassen Street
Willows, CA 95988


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Sincerely,


530.361.5843

*

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201 North Lassen Street
Willows, CA 95988

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Sincerely,

Colleen Spooner

707-295-4917
4827 CR 99W ORland CA
95963

RichField Metal & Recycling

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988

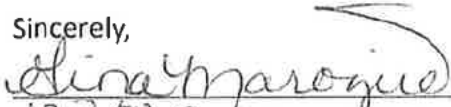
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Sincerely,


138 W. Sycamore St
Willows, CA 95988
ginamarojin@gmail.com
(530) 517-2591

October 7, 2024

City of Willows CA
201 North Lassen Street
Willows, CA 95988


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Sincerely,


138 W Sycamore / 524 5th St.
Willows, CA 95988
SOKIRBY88@gmail.com

October 7, 2024

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201 North Lassen Street
Willows, CA 95988


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October 7, 2024

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Willows, CA 95988

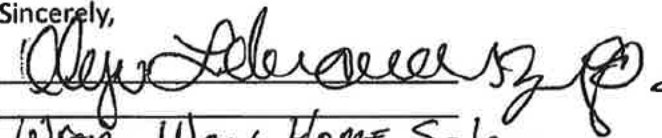
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Sincerely,


Alex Liberman
Wrong Way Home Saloon

October 7, 2024

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201 North Lassen Street
Willows, CA 95988

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Sincerely,

Calvinna Cee

(930) 517-3314

Chiquis Shop

October 7, 2024

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201 North Lassen Street
Willows, CA 95988


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Sincerely,



- 916 839 6034

Sincerely,

Sincerely,

Phase 2 Application

Cannabis Business License Application PHASE TWO

	License Application	.....	Pages	1	5
1	Security Plan	.....	Pages	6	20
	Camera Layout				
	Camera Information				
2	Floor Plan	.....	Pages	21	30
	Floor Plan with Furniture				
	Various Isometric drawings showing space allocation				
3	Site Plan	.....	Page	31	33
4	Accessibility Plan	.....	Page	34	
5	Neighborhood Context Map	.....	Page	35	36
6	Lighting Plan	.....	Page	37	38
7	Zoning Code Compliance	.....	Pages	39	40
8	Insurance	.....	Page	41	
9	Fiscal	.....		
	Business's Annual Budget for Operations		Pages	42	101
	Recent, or proposed, prices for all products		Pages	52	108
	NATIVEI Tax Return 2022 2023 & 2024 tax extension		Pages	109	136
	FRPT Tax Return 2023 - Microlicense - Lessor paid for all Capital improvements & equipmentX		Pages	137	170
10	Experience	.....	Pages	171	228
	Margaret Sharkey - Homar Crespo				
	Ana Garcia - General Manager				
	David Spradlin & Haylee Parker Managers				
11	Financial Viability	.....	Pages	229	234
	Funds Verificaton BOA Statement April 18 2025				
	Three Year Proforma				
12	City Authorization	.....	Pages	235	239
13	Reporting and Auditing	.....	Pages	240	244
14	Applicants Certification	.....	Pages	245	249
15	Attachments	.....	Pages	250	275
	Cannabis Industry challenges				
	Additional drawings				
	Additional data				
	3D Jump drive Schematic Video of Dispensary Interior space	.....			Front binder pocket



City of Willows

201 N Lassen Street
Willows, CA 95988
Ph: 530-934-7041
Fax: 530-934-7402

ATTACHMENT 1

CANNABIS RETAIL DISPENSARY LICENSE APPLICATION PHASE 2

S T A F F U S E	LICENSE APPLICATION #:	DATE RECEIVED
	NON-REFUNDABLE PHASE 2 LICENSE APPLICATION FEE	
	OTHER FEES COLLECTED:	
	RECEIPT NUMBER(S):	
	PUBLIC HEARING NOTICE REQUIRED: <input type="checkbox"/> YES <input type="checkbox"/> NO	

G E N E R A L	LOCATION OF PROJECT (ADDRESS): 130 N Butte St., Ste AB, Willows, CA 95988	NAME OF PROPOSED PROJECT: Pending DBA name
	APN: 003-044-055-000	PROPERTY SIZE (ACRES) .32
	NOTE TO APPLICANT: ALL SUBMITTAL REQUIREMENTS SPECIFIC TO THE CANNABIS RETAIL DISPENSARY LICENSE APPLICATION PHASE 2 , AS DESCRIBED IN THE ATTACHED CHECKLIST, MUST BE SUBMITTED WITH THIS LICENSE APPLICATION.	

C O N T A C T I N F O	APPLICANT: NATIVE1, LLC (c/o: Margaret Sharkey - member of LLC)	BUSINESS PHONE:	CELL PHONE: (707) 704-5794
	MAILING ADDRESS: PO Box 4160, Vallejo, CA 94590	FAX:	EMAIL: goglobal2030@yahoo.com
	ARCHITECT/ENGINEER: Sunny Grewal - Studiog+s Architechts	BUSINESS PHONE: 510-548-7448	CELL PHONE: 510-393-5691
	MAILING ADDRESS: 2223 5th Street Berkeley, CA 94710	FAX:	EMAIL: sunny@sgsarch.com
	PROPERTY OWNER: SRSH, LLC	BUSINESS PHONE:	CELL PHONE: (310) 498-1925
	MAILING ADDRESS: 600 Marin St, Ste 4, Vallejo, CA 94590	FAX:	EMAIL: goglobal2020@yahoo.com

I HEREBY CERTIFY THAT THE INFORMATION GIVEN ABOVE AND ATTACHED HERETO IS TRUE AND CORRECT, THAT THE PROPERTY OWNER IS AWARE OF AND AGREES WITH THIS APPLICATION, AND THAT FALSIFICATION OF FACT WILL RESULT IN INVALIDATION OF THE APPLICATION. FURTHER, I UNDERSTAND THAT ANY APPROVAL GIVEN IS VALID FOR THE SPECIFIC PROJECT APPROVED ONLY AND IS SUBJECT TO ALL APPLICABLE LAWS, REGULATIONS AND CONDITIONS. THE APPLICATION SHALL BE SIGNED UNDER PENALTY OF PERJURY.

APPLICANT SIGNATURE: Margaret Sharkey DATE: 04/25/2025

APPLICANT NAME PRINT: Margaret Sharkey

PROPERTY OWNER SIGNATURE: Homar Crespo DATE: 04/25/2025

PROPERTY OWNER NAME PRINT: SRSH, LLC c/o: Homar Crespo, member of LLC

WILLOWS DISPENSARY at 130 NORTH BUTTE SUITE AB WILLOW WALK MALL

ENTRANCE



SALES AREA



SALES AREA



CONFERENCE/EDUCATIONAL OFFICES AREA



CONFERENCE/EDUCATIONS OFFICE AREA







Tab 1

SECURITY PLAN

NativeI, LLC

130 N. Butte Street, Ste AB Willows CA 95988

This security plan outlines the measures NATIVE I will implement to maintain a secure environment for all operations related to the retail cannabis premises at Suite AB in the Willow Walk Mall. The security plan ensures compliance with all state and local regulations and prioritizes safety, inventory control and prevention of unauthorized activity, 24 hours per day, 7 days per week.

Site Summary: The 130 N Butte Street project site is a 1625sf premises located in the Willow Walk Mall located in the central commercial zone. The area is surrounded by central commercial downtown development with common area and street parking.

24/7 Premises Security -Surveillance & Monitoring

- NativeI,LLC will utilize a professionally installed and maintained digital surveillance system, Cameras will monitor all interior and exterior areas of the facility including entrances, sales floor, storage, and perimeter zones.
- Surveillance recordings will be maintained for a minimum of 90 days and will be accessible to law enforcement.
- The facility is protected by a 24/7 UL certified alarm system with real time monitoring and immediate alerts for unauthorized entry or motion detection.
- Exterior lighting shall be white light using LED lamps with full cutoff fixtures to limit glare and light trespass. Color temperature shall be between 2700K and 4100K with a color rendering index of 75 or better and a light loss factor of .95 or better.
- Broken or damaged exterior lighting shall be repaired or replaced within 48 hours of being noted. Exterior lighting shall be shielded or otherwise designed to avoid spill-over illumination to adjacent streets and properties.
- All solid core exterior doors will be equipped with a 180-degree viewing device to screen persons before allowing entry.
- Knox Box will be installed for police access to the exterior areas of the property after hours.

Physical Security – The following systems to monitor and alarm premises:

- Burglar Alarm – U.L. certified, cellular communication, with door contacts, motion detectors, safe contacts, and wireless panic buttons. System monitored by a central monitoring station
- CCTV – 2.1mp 1080p HD cameras with remote viewing from smartphone, tablet, or desktop
- L.V.M. – Live Video Monitoring. The premises shall be equipped with Live Video Monitoring Analytics for each side of the structure on which there is an entrance/exit leading to the business. The system shall allow for the monitoring company to audibly engage suspects on the property. Monitoring shall be performed by a licensed third-party Alarm Company Operator (ACO). Live Video Monitoring shall be operational during ALL non-business hours. LIVE VIDEO MONITORING (LVM) LVM is designed to deter theft, vandalism, and trespassing by using live remote-video-monitoring in conjunction with commercial grade loud-speakers installed on site to alert intruders they are being monitored and recorded. Clients can view cameras 24/7/365

from any phone or computer. When the LVM system is armed, the monitoring company is monitoring property the moment a human or vehicle trespasses into the protected area. If an intruder does not immediately leave after hearing a pre-recorded warning message, a monitoring agent can talk down to the intruder, identify them by clothing or vehicle and inform them they are being recorded and police have been dispatched to arrest them.

- Burglar Alarm coverage: Alarm system shall consist of a DMP XR150 Central Processing Unit and a DMP 263C Cellular Communicator. The (CPU) will have 1 alarm control keypad attached to it that will control and manage all of the alarm protection installed in the suite.
- Motion detector: Motion detectors will have a 40x40 range and will have a 90-degree protection pattern.
- Mounted "Panic" buttons – Silent mounted "panic" buttons to be installed throughout the facility. In the event the "panic" button is engaged, a call is made to dispatch the local Police Department. This holdup switch is used to trigger silent holdup alarms. The buttons are protected from accidental activation, and must be reset by key.
- Burglar Alarm Response. In the event a burglar alarm system is triggered by way of motion detection, or a breached door contact, the system will send a signal identifying exactly what device was tripped as well as sounding off a loud siren installed in the common hallway. First person listed on an emergency notification will be contacted immediately. If we receive no answer Alarm company will immediately dispatch the police and attempt to contact the #2 and #3 people on the emergency contact list. The Security Director or its designee shall be able to respond to assist in evaluating the activation within one hour. Where evidence of criminal activity is discovered by the responding Security Manager (or designee), those responding shall alert local law enforcement immediately and shall assist law enforcement with all necessary access to and within the facility as is needed to investigate.
- Burglar Alarm shall be equipped with a back-up battery for 24 hours of continued operation time, in case of power failure.
- System Failure - Facility shall be staffed with management staff or licensed guard at all times that the security system is not fully functional.
- Event Log - Arming and disarming of burglar alarm systems to be logged via alarm company central monitoring station.
- Mechanical Security Doors accessing all areas designated as secure storage for cannabis products and/or cash shall be equipped with metal door/frame plates, allowing the plate(s) to be locked with a circular "hidden shackle padlock(s)." These areas shall be locked during all non-business hours. These areas shall remain unlocked during business hours. ALL exterior doors shall be equipped with a metal latch guard (plate), to protect the locking mechanism and prevent/deter intrusion via crowbar.
- Suite Entry Door – "Man-trap" door to be equipped with intrusion alarm door contacts and motion detection. Entry has a 30 second delay to accommodate daily opening and closing of operation.
- Exterior Surveillance – All sides of premise equipped with CCTV fixed angle cameras for complete coverage of perimeter.

- Building Entrance - Entrance to be equipped with CCTV fixed angle camera to record all persons entering and exiting the building. All persons must enter through a single point of entry under video surveillance and recording.
- All exterior access points of premises will be under constant video surveillance with a closed-circuit camera system featuring a minimum of Ninety (90) day NVR storage. Remote access of CCTV system to be granted to Police Department or Security Service as deemed necessary by all parties involved.
- Perimeter to be equipped with cameras providing coverage of the entire premises perimeter area.
- Interior Surveillance – CCTV coverage of the main entry interior of all persons entering the facility. As well as vault room, product storage room, hallways, offices, receiving area, and manager's office. All equipped with fixed angle cameras for complete coverage.
- Entry Vestibule – All persons entering the facility will immediately be recorded by a fixed camera in the Entry Vestibule. The camera will stream live video images to a monitor in the staff area. These images will be stored on NVR for 90 days.
- Hallway Between Rooms – All hallways feature fixed angle cameras recording all movement. These images will be stored on NVR for 90 days.
- Vault and Cash Handling – Vault room shall be under 24-hour video surveillance with fixed angle cameras. Management are the only ones with access to this room.
- Delivery area monitored by CCTV with continuous surveillance of all persons in shipping and receiving.
- Security entrance station to be equipped with viewing station for CCTV visual inspection and perimeter for safe exit of facility by employees.

Premises Access Control - Preventing Unauthorized Presence.

- Only authorized employees with valid IDs will be allowed beyond the lobby or sales area.
- All visitors, including customers, vendors, and contractors will be required to check in the security reception area.
- Signage clearly prohibiting loitering. On site security will ensure individual loitering will be asked to leave the premises.

Limited Access Areas

- Entry into LAAs will be secured with badge-access systems or biometric authentication. All employee movement will be logged and reviewed periodically to detect and prevent unauthorized access.
- Visitors to sign-in log kept at front entry and wear a visible identification badge given to them while in the facility and on premises.
- If visitors are from a State or City agency such as Police officers in uniform or Inspectors with clear identification, tenants should have prior notice of visit and will inform employees of visitors' schedule. If there are any questions or concerns with regard to any scheduled visitor Manager to immediately contact the agency that the visitor represents to verify employment and purpose of visit.

- Vendors will be met in the lobby and escorted at all times. Product order will be counted and verified, then receive a receipt. Products will then be logged, and added to the inventory system/ software. Verifying the bar codes, and quality. (Making sure products are within compliance) After everything has been accounted for and after business transactions have been completed and product is securely stored, Vendor to be escorted to the main exit.
- Shipping/Receiving – All shipping/receiving vehicles must be scheduled in advance and shall only gain access to shipping/receiving areas from staff that are expecting their arrival. All pedestrian traffic will have to pass through a single point of entry (main entrance) into the lobby for sign-in and video recording. All shipping/receiving vehicles will call a facility when they are waiting at the shipping/receiving area. Manager or designated employee will verify the vehicle is on site using CCTV coverage.

Product Storage

- Product will be stored in proper rooms and containers. Each of them having different codes to unlock, only authorized employees will have codes. Products will be individually contained in separate boxes, labelled with a barcode/UPC of the product inside.

Money/Cash Handling

- Any cash or money stored overnight will be placed in a safe that is professionally mounted to the floor and protected with intrusion and vibration sensors connected to the burglar alarm per UL cert.

Robbery Protocol

- If a robbery or other type of altercation were to occur during business hours, personnel would comply with all demands and engage panic buttons as soon as possible when safe to do so.

Cannabis Storage and Inventory Protection

- Secure Storage Protocol
- All finished cannabis and cannabis products will be securely stored in locked safes or vaults located in a restricted area of the facility.
- Only authorized inventory personnel and management may access the storage area.
- Cannabis used for display or immediate sale will be kept in tamper-proof cases under constant video surveillance.

Inventory Management

- Inventory will be tracked in real-time using METRC-compliant seed-to-sale software to monitor movement and prevent diversion or loss.
- Weekly audits will be conducted to verify physical inventory against system records.

Tamper-Proof Packaging

- All cannabis products offered for sale at NATIVE I will be enclosed in tamperproof, tamper-evident, and child-resistant packaging.
- Packaging will meet all labeling requirements, including harvest date, cannabinoid content, and batch numbers, ensuring integrity and traceability.

Waste Disposal and Diversion Prevention

- Waste Handling Protocol: All cannabis waste, including expired products and trimmings, will be rendered unusable and unrecognizable by grinding and mixing with non-consumable materials (e.g., cardboard, food waste).
- Waste will be stored in a secured, locked container until picked up by a licensed cannabis waste disposal company.
- A disposal log will be maintained, including dates, product types, amounts, and signatures from staff and waste hauler representatives.
- All cannabis waste will be weighed and video recorded before disposal to prevent misuse of waste
- Disposal activities will be conducted in Limited Access Areas under surveillance.

Community Impact and Neighbor Relations

- Preventing Off-Site Impacts: NATIVE I will install an odor control filtration system to eliminate any detectable cannabis odor from leaving the premises.
- Customer flow will be managed through a queue system as necessary to prevent crowding.
- Exterior lighting will be designed to enhance safety without disturbing neighboring properties.
- Noise: Deliveries and pickups will be scheduled during standard business hours to minimize noise.

Cash Handling and Limitations

- Minimizing On-Site Cash: Cash will be deposited in secure time-lock safes throughout the day to limit open exposure.
- An armored vehicle service will be used for bank deposits to minimize retained cash levels on-site.
- Internal Controls: Dual authorization will be required for accessing cash safes.
- Cameras will monitor all cash-handling activities including drawer counts and safe deposits.

Payment Alternatives

- NATIVE I will offer digital payment methods to encourage non-cash transactions and reduce the volume of cash on premises.

Employee Safety Meetings

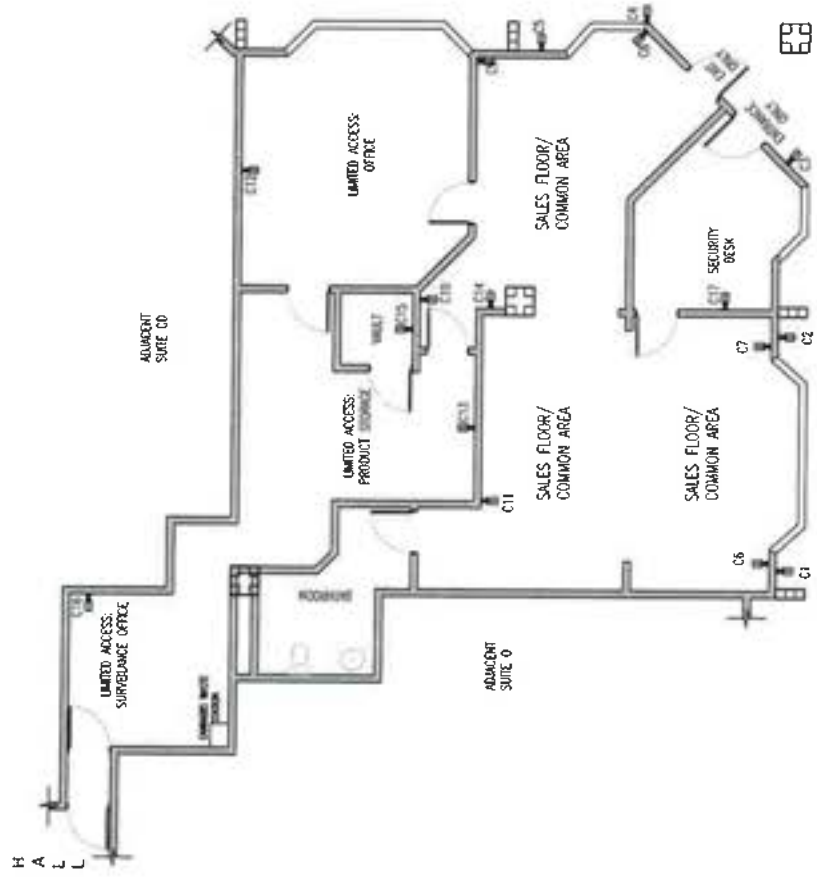
- Employee safety meetings will be held quarterly (at a minimum) to address security concerns and review security policies and procedures (e.g., opening and closing procedures, etc.). The meeting date and time, topics addressed, and names of attendees shall be kept in a log maintained on site.

Opening & Closing Procedures

- Opening Procedures – Hours of operation will be 9:00am to 9:00pm, 7 days per week.
- Opening - Manager or authorized employee will unlock and disarm burglar alarm for suite. If at any time the suite must be left unoccupied, burglar alarm to be armed.
- Entry Door – Door to automatically lock upon closing.
- Closing Procedures – All products will be stored in appropriate containers. All cash and money will be placed in secure money bags for transport or storage in the safe.
- Employees check the viewing station in the lobby for any “negative activity” outside. If activity is observed, tenants stay inside, alert the authorities, and update police dispatch as necessary. If no signs of activity are observed, employees arm burglar alarms then exit. Door to automatically lock upon exit. Personnel must vacate premises immediately. No loitering is permitted.

NATIVE I is committed to operating a secure, compliant, and community-conscious cannabis dispensary. This Security Plan reflects our commitment to safeguarding our business, employees, customers, and the surrounding community through proactive security systems.

Willow Walk Mall - Suite A-B Camera Placement



- 130 N BUTTE STREET
SUITE AB
WILLOWS, CA 95822
APN 003-044-005-000
FLOOR AREA = 1803.3446FT²
DATE: APRIL 4, 2025
PROJECT: WILLOW, CA
SCALE: AS NOTED
CAMERA PLACEMENT/ FLOOR PLAN
- LEGEND:
SURVEILLANCE CAMERA AND ORIENTATION
C1- OUTSIDE SW CORNER SIDE
C2-OUTSIDE WINDOW AREA
C3-EXIT DOOR
C4-MAIN ENTRANCE DOOR
C5-SIDE OF BUILDING/SIDEWALK AREA
C6-SALES FLOOR COMMON AREA
C7-SALES FLOOR COMMON AREA
C8-SALES FLOOR COMMON AREA
C9-SALES FLOOR COMMON AREA
C10-SALES FLOOR COMMON AREA/REGISTER POS AREA
C11-SALES FLOOR COMMON AREA/REGISTER POS AREA
C12-LIMITED ACCESS OFFICE
C13-LIMITED ACCESS STORAGE
C14-LIMITED ACCESS RECEIVING DELIVERY AREA
C15-VAULT ROOM
C16-LIMITED ACCESS SURVEILLANCE ROOM
C17-SECURITY DESK

SITE PLAN



CLIENT
Homer Crespo &
Margaret Shinkley
Vallejo, California

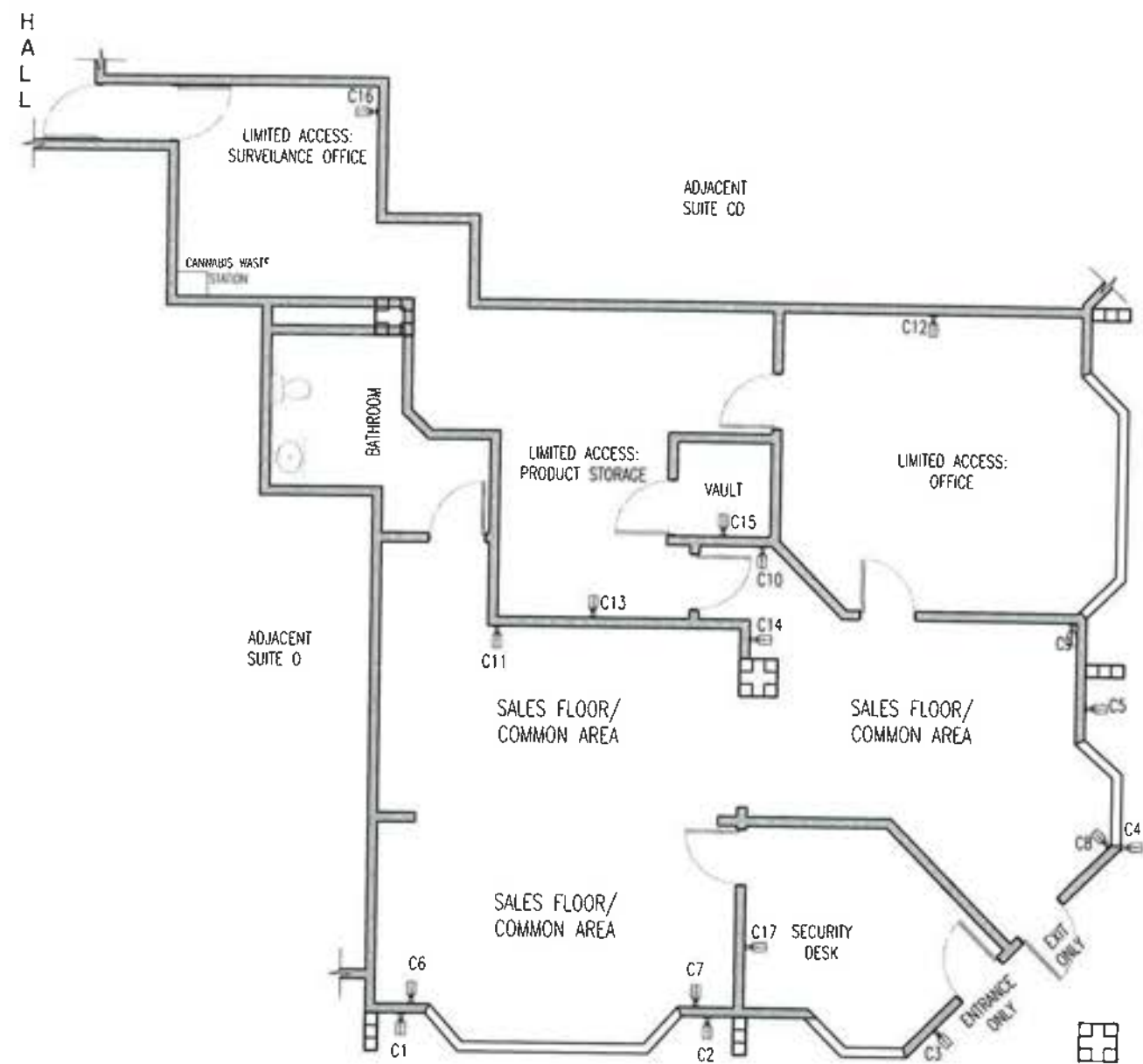
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95822

SCALE
1/4"=1'-0"

A

F-01

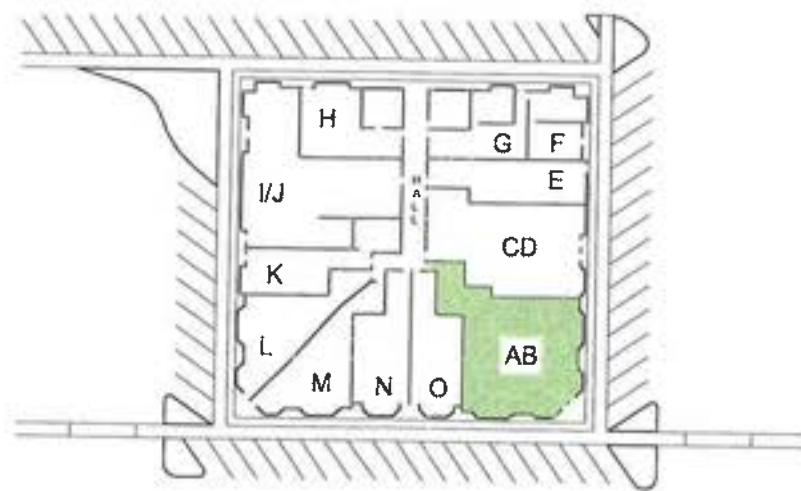
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130 N BUTTE STREET
SUITE AB
WILLOWS, CA 95822
APN 003-044-005-000
FLOOR AREA = 1803.3446FT²
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C7-SALES FLOOR COMMON AREA
C8-SALES FLOOR COMMON AREA
C9-SALES FLOOR COMMON AREA
C10-SALES FLOOR COMMON AREA/REGISTER POS AREA
C11-SALES FLOOR COMMON AREA/REGISTER POS AREA
C12-LIMITED ACCESS OFFICE
C13-LIMITED ACCESS STORAGE
C14-LIMITED ACCESS RECEIVING DELIVERY AREA
C15-VAULT ROOM
C16-LIMITED ACCESS SURVEILLANCE ROOM
C17-SECURITY DESK

SITE PLAN



CLIENT
Homar Crespo &
Margaret Sharkey
Vallejo, California

PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
1/4"=1'-0"

A

F-01



CMIP3342W-28MDA / CMIP3342W-MDA Platinum 4 MP Smart Fixed Turret Network Camera



Empowered by deep learning algorithms, our technology brings human and vehicle target classification alarms to front- and back-end devices. The system focuses on human and vehicle targets, vastly improving alarm efficiency and effectiveness.

- High quality imaging with 4 MP resolution
- Clear imaging against strong backlight thanks to 120 dB WDR technology
- High-efficiency H.265+ compression technology
- Built-in microphone for real-time audio security
- Water and dust resistance (IP67)
- Focus on human and vehicle target classification based on deep learning



Specifications

Camera

Image Sensor	1/3" Progressive Scan CMOS
Min. Illumination	Color: 0.005 Lux @ (F1.6, AGC on), 0 Lux with IR on
Shutter Speed	1/3 to 1/100,000 sec.
Slow Shutter	Yes
P/N	P/N
Wide Dynamic Range	120 dB
Day & Night	ICR Cut
Angle Adjustment	Pan: 0° to 360°, tilt: 0° to 75°, rotate: 0° to 360°

Lens

Lens Type & FOV	2.8 mm: Horizontal 103°, vertical 55°, diagonal 122° 4 mm: Horizontal 84°, vertical 45°, diagonal 100°
Aperture	F1.6
Lens Mount	M12

Detection, Observation, Recognition, Identification

DORI	2.8 mm: D: 67 m, O: 26 m, R: 13 m, I: 6 m 4 mm: D: 80 m, O: 31 m, R: 16 m, I: 8 m
------	--

Illuminator

IR Range	Up to 98 ft (30 m)
Wavelength	850 nm

Video

Max. Resolution	2688 × 1520
Main Stream	50 Hz: 25 fps (2688 × 1520, 1920 × 1080, 1280 × 720) 60 Hz: 30 fps (2688 × 1520, 1920 × 1080, 1280 × 720)
Sub Stream	50 Hz: 25 fps (640 × 480, 640 × 360) 60 Hz: 30 fps (640 × 480, 640 × 360)
Third Stream	50 Hz: 25 fps (1280 × 720, 640 × 480, 640 × 360) 60 Hz: 30 fps (1280 × 720, 640 × 480, 640 × 360)
Video Compression	Main stream: H.264 / H.264+ / H.265 / H.265 + Sub-stream: H.264 / H.265 / MJPEG Third stream: H.264 / H.265
Video Bit Rates	32 Kbps to 8 Mbps
H.264 Type	Baseline Profile / Main Profile / High Profile
H.265 Type	Main Profile
H.264+	Main Stream supported
H.265+	Main Stream supported
Bit Rate Control	CBR / VBR
Scalable Video Coding (SVC)	Yes
Region of Interest (ROI)	1 fixed region for main stream and sub-stream

Audio

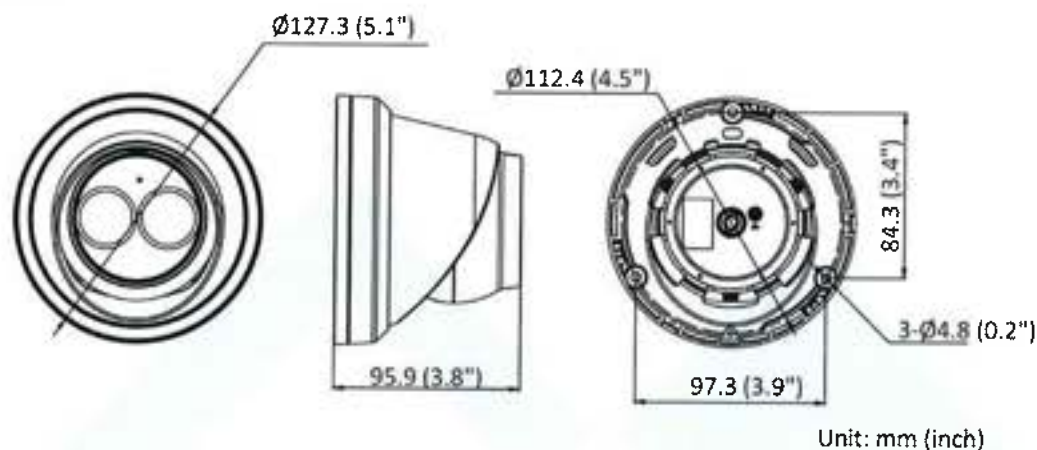
Environment Noise Filtering	Yes
Audio Sampling Rate	8 / 16 / 32 / 44.1 / 48 kHz
Audio Compression	G.711 ulaw / G.711 alaw / G.722.1 / G.726 / MP2L2 / PCM / MP3 / AAC



Audio Bit Rate	64 Kbps (G.711 ulaw / G.711 alaw) / 16 Kbps (G.722.1) / 16 Kbps (G.726) / 16 Kbps - 64 Kbps (AAC) / 32 - 192 Kbps (MP2L2) / 8 - 320 Kbps (MP3)
Network	
Simultaneous Live View	Up to 6 channels
API	Open Network Video Interface (Profile S, Profile G), ISAPI, SDK
Protocols	TCP/IP, ICMP, HTTP, HTTPS, FTP, DHCP, DNS, DDNS, RTP, RTSP, NTP, UPnP, SMTP, IGMP, 802.1X, QoS, IPv6, UDP, Bonjour, SSL/TLS, PPPoE
User / Host	Up to 32 users. 3 user levels: administrator, operator and user
Security	Password protection, complicated password, HTTPS encryption, IP address filter, Security Audit Log, basic and digest authentication for HTTP/HTTPS, TLS 1.1/1.2, WSSE and digest authentication for Open Network Video Interface
Network Storage	MicroSD / SDHC / SDXC cards (256 GB) for local storage, and NAS (NFS, SMB / CIFS), auto network replenishment (ANR)
Web Browser	Plug-in required live view: IE 10, IE 11 Plug-in free live view: Chrome 57.0+, Firefox 52.0+ Local service: Chrome 57.0+, Firefox 52.0+
Imaging	
Day / Night Switch	Day, Night, Auto, Schedule
Image Enhancement	BLC, HLC, 3D DNR
Image Parameter Switching	Yes
Image Settings	Rotate, mirror, privacy mask, saturation, brightness, contrast, sharpness, gain, white balance adjustable by client software or web browser
Interface	
Built-in Microphone	yes
On-board Storage	Built-in MicroSD, up to 256 GB
Hardware Reset	Yes
Communication Interface	1 RJ45 10/100 Mbps self-adaptive Ethernet port
Event Types	
Basic Events	Motion detection (human and vehicle targets classification), video tampering alarm, exceptions / anomalies
Face Detection	Yes
Deep Learning Functions	
Perimeter Protections	Line crossing detection, intrusion detection Supports human and vehicle target classification
General	
Linkage Method	Upload to FTP / memory card / NAS, notify surveillance center, trigger record, trigger capture, Email
Web Client Languages (33)	English, Russian, Estonian, Bulgarian, Hungarian, Greek, German, Italian, Czech, Slovak, French, Polish, Dutch, Portuguese, Spanish, Romanian, Danish, Swedish, Norwegian, Finnish, Croatian, Slovenian, Serbian, Turkish, Korean, Traditional Chinese, Thai, Vietnamese, Japanese, Latvian, Lithuanian, Portuguese (Brazil), Ukrainian
General Functions	Anti-flicker, heartbeat, password reset via e-mail, pixel counter
Software Reset	Yes
Storage Conditions	-22° to 140° F (-30° to 60° C); Humidity 95% or less (non-condensing)

Startup and Operating Conditions	-22° to 140° F (-30° to 60° C); Humidity 95% or less (non-condensing)
Power Supply	12 VDC \pm 25%, reverse polarity protection PoE: 802.3af, Class 3
Power Consumption and Current	12 VDC, 0.5 A, max. 6 W PoE (802.3 af, 36 V to 57 V), 0.19 A to 0.12 A, max. 7 W
Power Interface	\varnothing 5.5 mm coaxial power plug
Materials	Aluminum alloy body
Camera Dimensions	\varnothing 5.01 \times 3.78 in. (\varnothing 127.3 \times 95.9 mm)
Package Dimensions	5.9 \times 5.9 \times 5.6 in. (150 \times 150 \times 141 mm)
Camera Weight	Approx. 1.3 lbs (600 g)
Package Weight	Approx. 1.8 lbs (816 g)
Certifications	
EMC	FCC (47 CFR Part 15, Subpart B); CE-EMC (EN 55032: 2015, EN 61000-3-2: 2014, EN 61000-3-3: 2013, EN 50130-4: 2011 +A1: 2014); RCM (AS/NZS CISPR 32: 2015); IC (ICES-003: Issue 6, 2016); KC (KN 32: 2015, KN 35: 2015)
Safety	UL (UL 60950-1); CB (IEC 60950-1:2005 + Am 1:2009 + Am 2:2013); CE-LVD (EN 60950-1:2005 + Am 1:2009 + Am 2:2013); BIS (IS 13252(Part 1):2010+A1:2013+A2:2015)
Environmental Protections	CE-RoHS (2011/65/EU); WEEE (2012/19/EU); Reach (Regulation (EC) No 1907/2006) IP67 (IEC 60529-2013)

Dimensions





Accessories (Optional)

LTB373 Pendant Mount	LTB03-W Junction Box	LTB379 Corner mount	LTB378 Vertical Pole Mount	LTB301 Wall Mount
				



Video Solutions for Security Professionals™

Platinum Enterprise Level 32 Channel NVR 1.5U LTN8932-P16

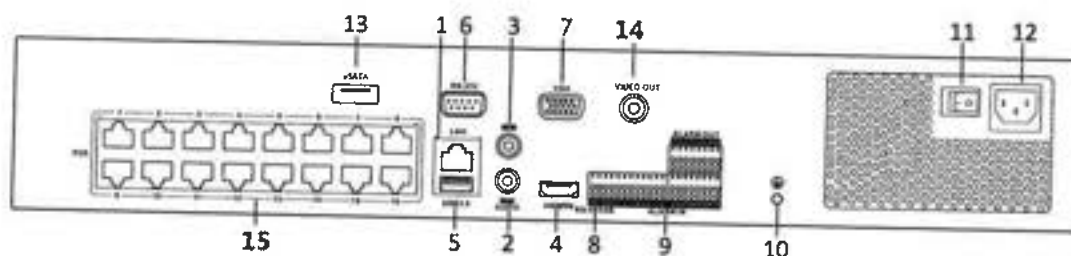


Key Features:

- Up to 32 network cameras can be connected
- Support live view, storage, and playback of the connected camera with up to the resolution of 12 megapixels
- Up to 16 independent PoE network interfaces for different models
- HDMI Video output at up to 4K (3840 × 2160) resolution
- Up to 4 SATA hard disks can be connected with up to 6TB capacity for each
- Supports HDD quota and group modes

Rear Panel:

- | | |
|----------------------------|--|
| 1. LAN Network Interfaces | 9. Alarm in/out |
| 2. Audio out | 10. GND |
| 3. Audio in | 11. 100~240VAC Power Input |
| 4. HDMI Interface | 12. Power Switch |
| 5. USB 3.0 interface | 13. eSATA Interface |
| 6. RS-232 Serial Interface | 14. Video out |
| 7. VGA Interface | 15. Network Interfaces with PoE function |
| 8. RS-485 Serial Interface | |



Platinum Enterprise Level 32 Channel NVR 1.5U

LTN8932-P16

Video/Audio Input	
IP video input	32-CH, Up to 12 MP resolution
Two-way audio input	1-ch, RCA (2.0 Vp-p, 1kΩ)
Network	
Incoming bandwidth	256Mbps
Outgoing bandwidth	256Mbps
Remote connection	128
Video/Audio Output	
Recording resolution	12 MP/8 MP/6 MP/5 MP/4 MP/3 MP/1080p/UXGA/720p/VGA/4CIF/DCIF/2CIF/CIF/QCIF
HDMI output	4K (3840 × 2160)/60Hz, 4K (3840 × 2160)/30Hz, 1920 × 1080p/60Hz, 1600 × 1200/60Hz, 1280 × 1024/60Hz, 1280 × 720/60Hz, 1024 × 768/60Hz
VGA output	1-ch, resolution: 1920 × 1080p/60Hz, 1280 × 1024/60Hz, 1280 × 720/60Hz, 1024 × 768/60Hz
CVBS output	1-ch
Audio output	1-ch, RCA (Linear, 1kΩ)
Decoding	
Live view / Playback resolution	12 MP/8 MP/6 MP/5 MP/4 MP/3 MP/1080p/UXGA/720p/VGA/4CIF/DCIF/2CIF/CIF/QCIF
Synchronous playback	16-CH
Capability	4-ch @ 4K, or 16-ch @ 1080p
Hard Disk	
SATA	4 SATA interfaces for 4 HDDs
Capacity	Up to 6TB for each disk
External Interface	
Network interface	1 RJ-45 10/100/1000 Mbps self-adaptive Ethernet interface
Serial interface	1 RS-485 (half-duplex), 1 RS-232
USB interface	Front panel: 2 × USB 2.0; Rear panel: 1 × USB 3.0
Alarm in/out	16/4
PoE	
Interface	16 RJ-45 10/100 Mbps self-adaptive Ethernet interfaces
Max. Power	≤200W
Supported standard	IEEE 802.3 af/at
GENERAL	
Power Supply	100~240V AC
Consumption	≤20 W (without enabling PoE)
Working Temperature	+14 °F ~ +131 °F (-10 °C ~ +55 °C)
Working Humidity	10% - 90%
Casing	19-inch rack-mounted 1.5U casing
Dimensions (WxDxH)	17.5" × 15.3" × 2.8" (445 × 390 × 70 mm)
Weight	≤ 11 lb (5 Kg)

Tab 2

studio
ARCHITECTS

2223 Pitt St.
Berkeley, CA 94710
Ph: 812.461.7443
info@studioarch.com
www.studioarch.com



WILLOW WALK MALL

130 N. Buite St. Suite A/B
Willows, CA 95988
003-044-005-0

Proposed Floor Plans

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25-06-526

Project No.

25-06-526

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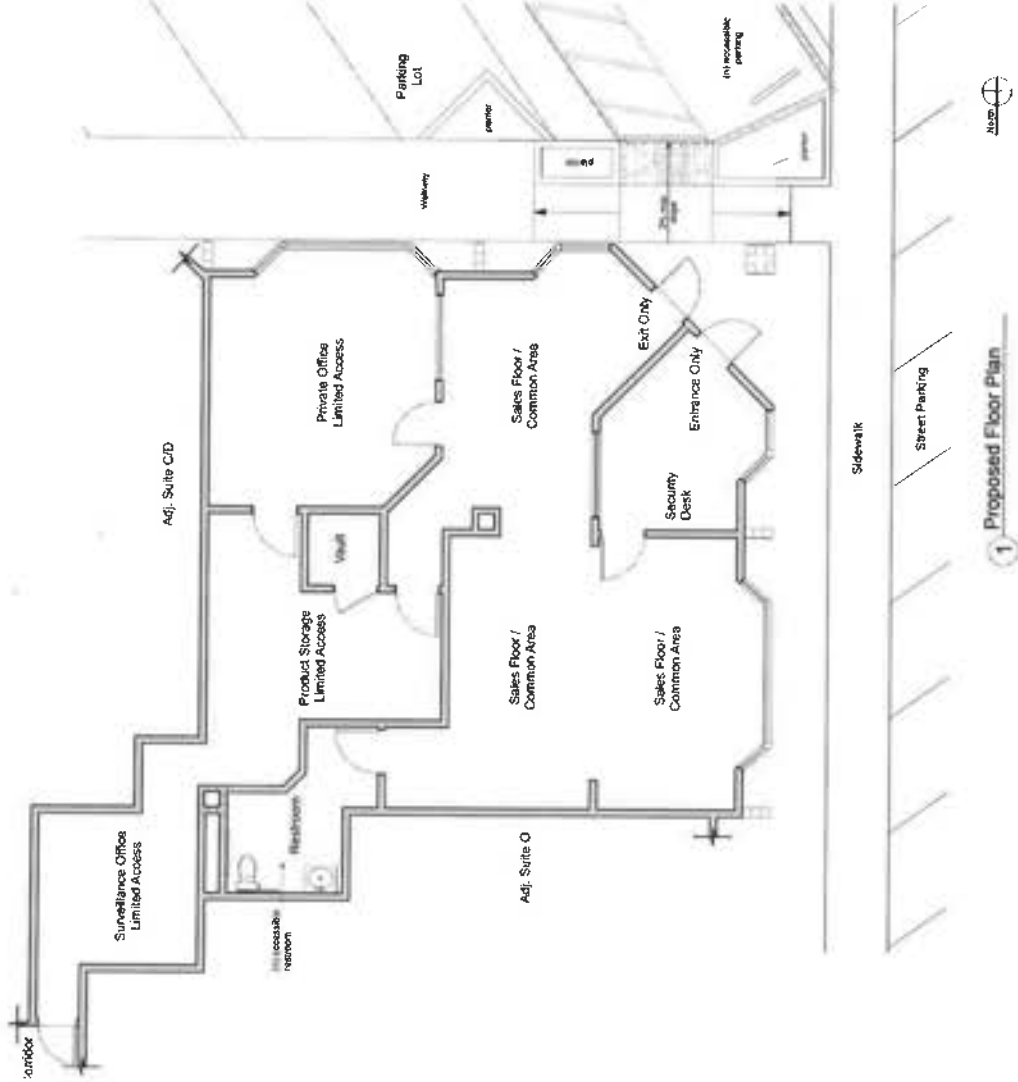
SSG

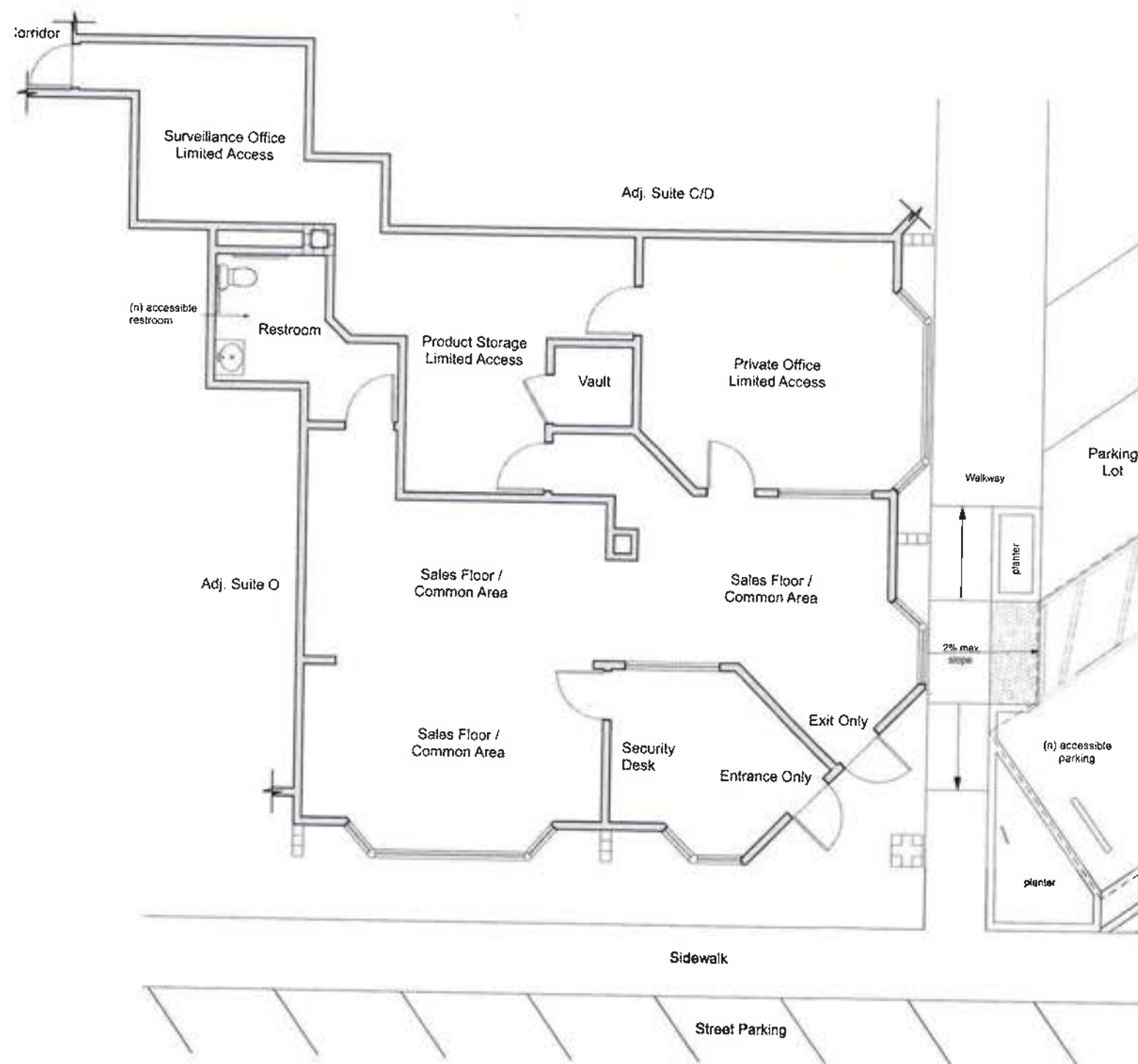
SSG

1/4" = 1'-0"

Planning Set 4-21-2025

A2.1





1 Proposed Floor Plan



2223 Fifth St.
Berkeley, CA 94710
Ph: 510.548.7448
info@ggsarch.com
www.ggsarch.com



WILLOW WALK MALL

130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents:
Proposed Floor Plans

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Project No:
25-06-526

Drawn By:
SSG

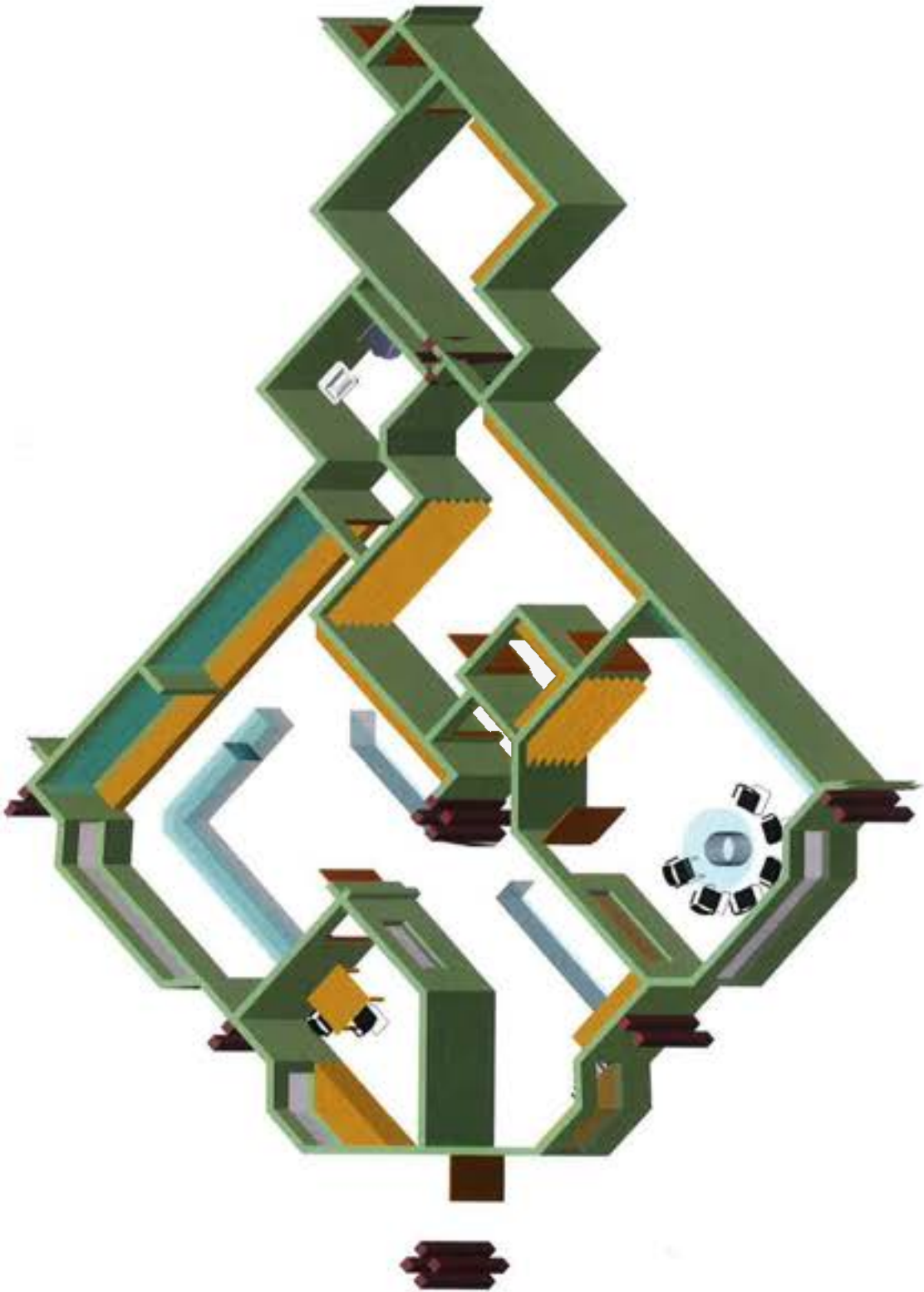
Checked By:
SSG

Scale:
1/4" = 1'-0"

Revisions:
Planning Set: 4-21-2025

Sheet
A2.1

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - North-West View



CLIENT
MOMAR Crespo &
Margaret Smiley
Vallejo, California

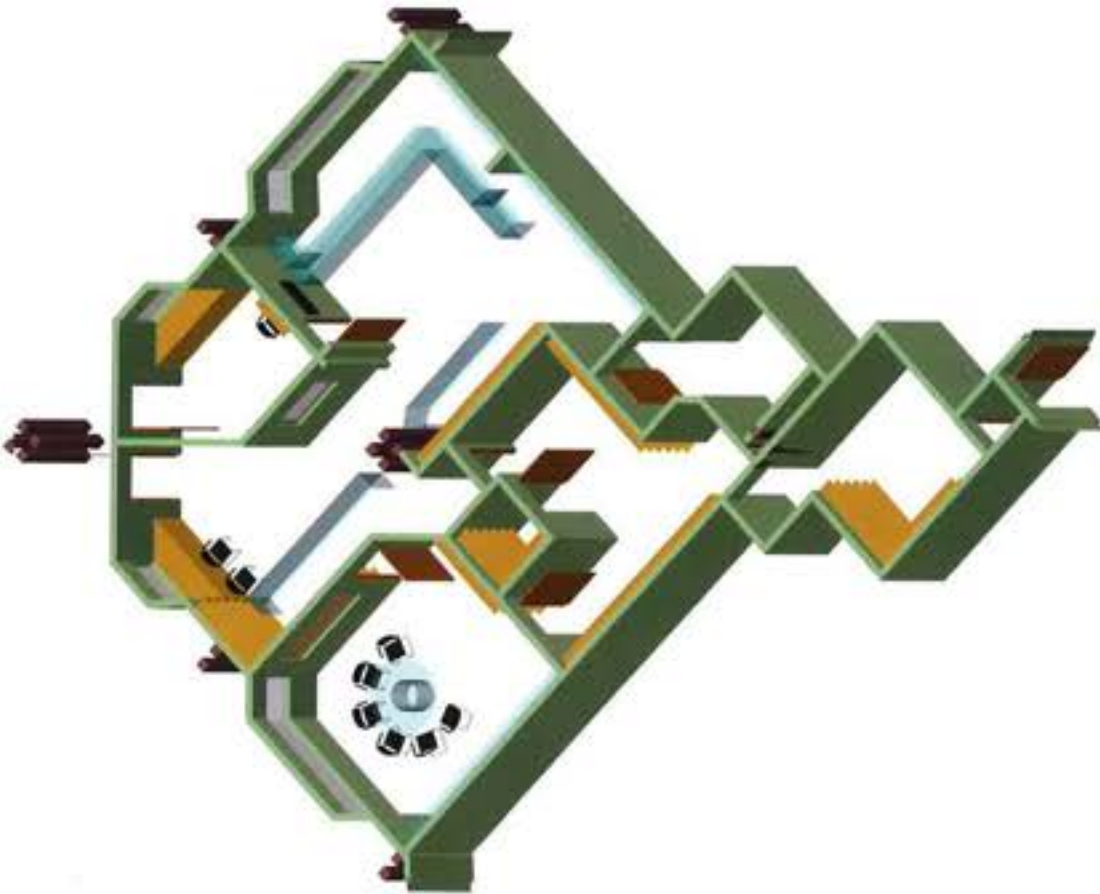
PROJECT
SUITE A/B
130 N. BLINDE ST.
WILLOWS, CA 95988

SCALE
1/8" = 1'-0"

A

FP-3D

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - North-East View



CLIENT
Homer Crespo &
Margaret Sharkey
Vallejo, California

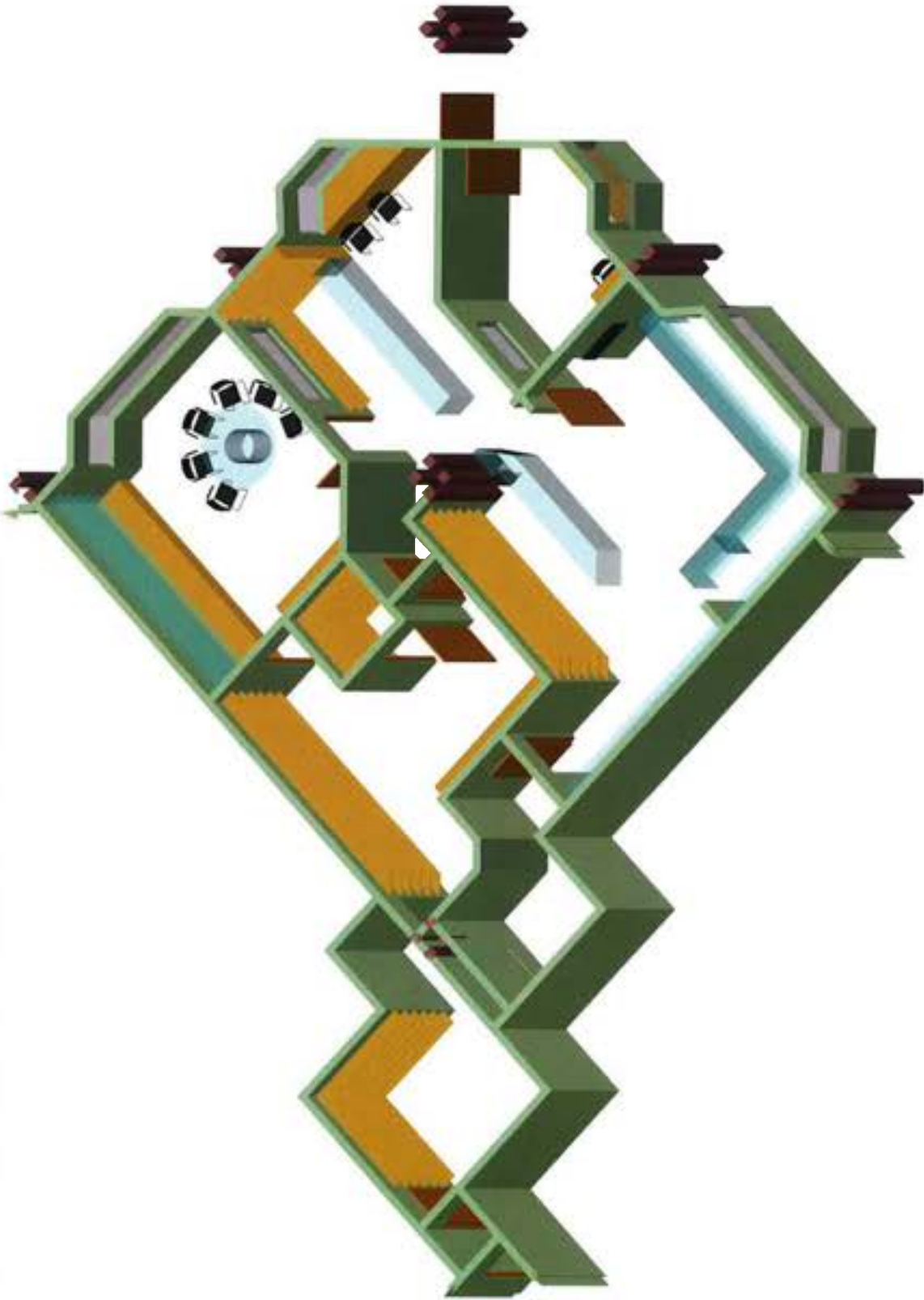
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95968

SCALE
N/S

A

FP-3D

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - South-East View



CLIENT
Homer Crespo &
Margaret Shinkley
Vallejo, California

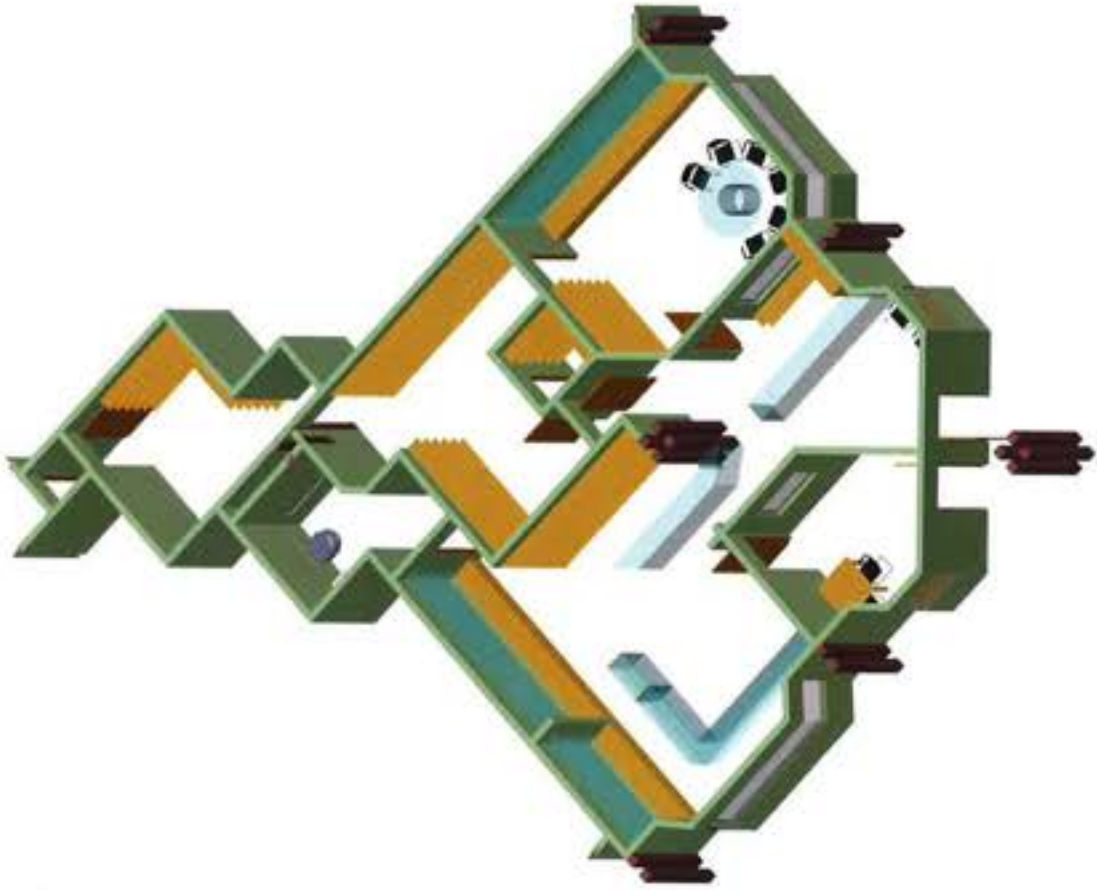
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95968

SCALE
N/S

A

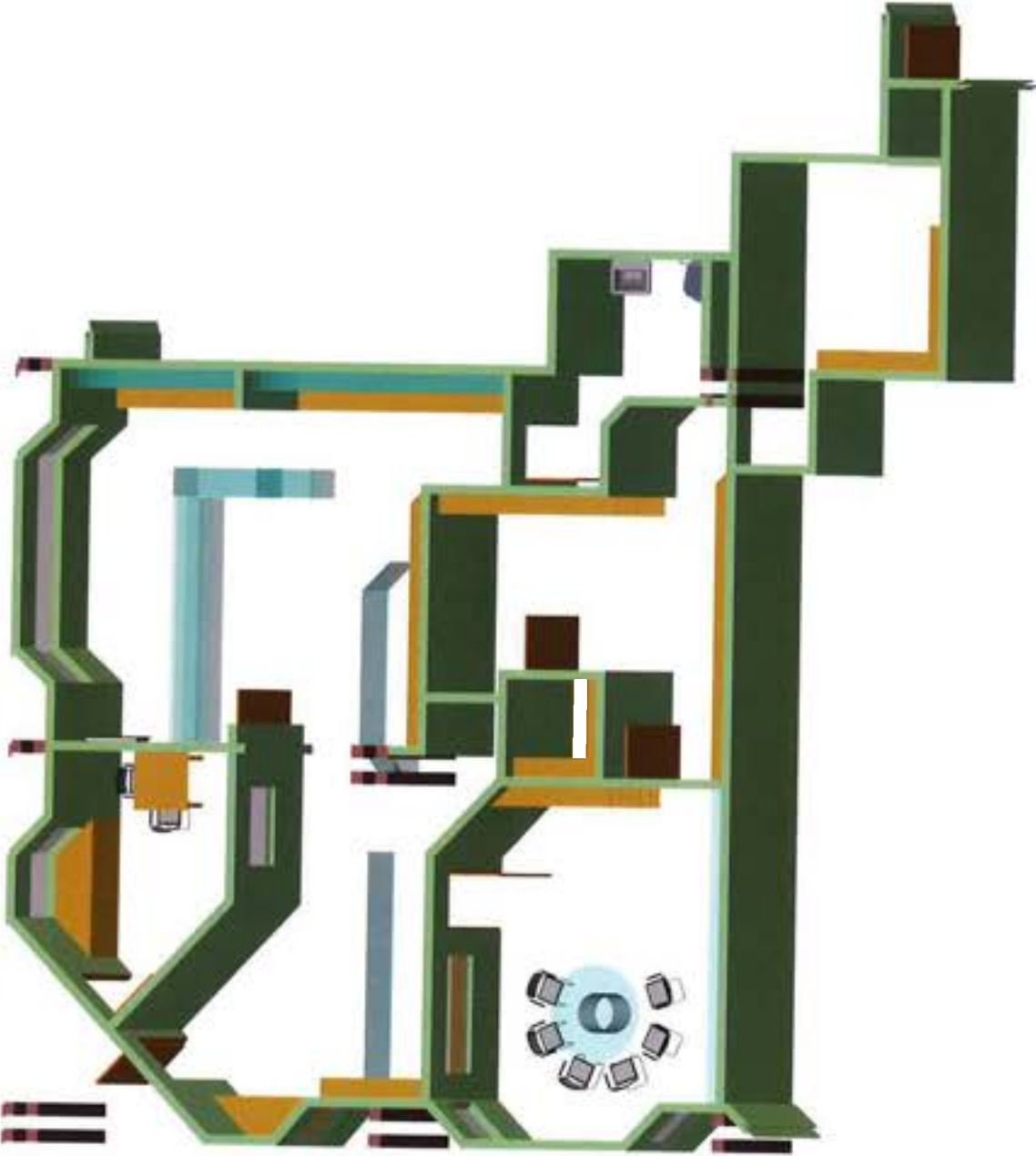
FP-3D

Willow Walk Mall - Suite A-B Floor Plan - 3D - South-West View



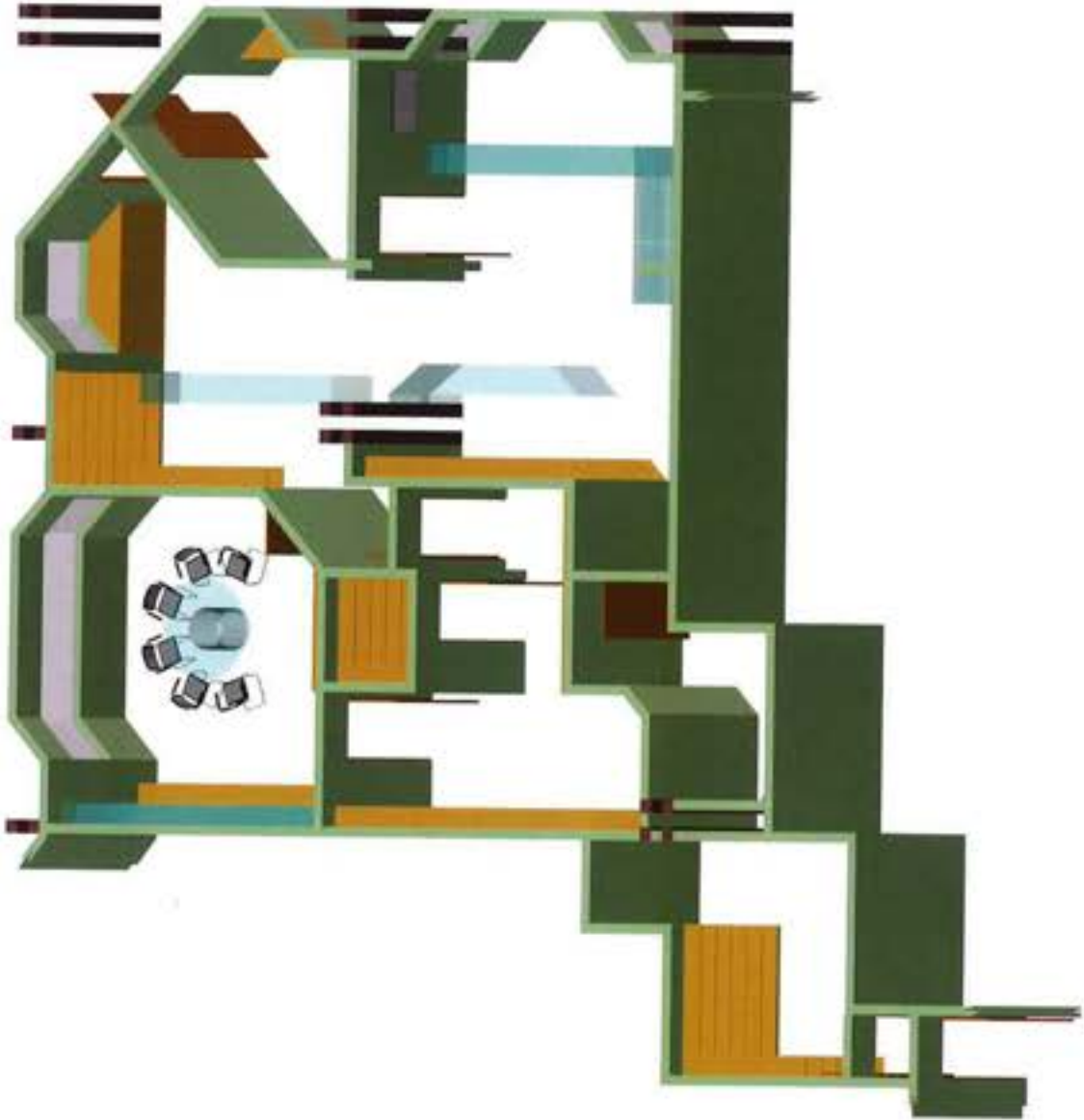
		CLIENT Homart Crespo & Margaret Sharkey Vallejo, California		PROJECT 130 N. GUTTE ST. SUITE A/B WILLOWS, CA 95988	SCALE N/S	A	FP-3D
--	--	--	--	---	--------------	---	-------

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - East View



		CLIENT Homar Crespo & Margaret Sharkey Village, California		PROJECT 130 N. BUTTE ST. SUITE A/B WILLOWS, CA 95968	SCALE N/S	A	FP-3D
--	--	---	--	---	--------------	---	-------

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - North View



FP-3D

A

SCALE
N/S



PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95986

CLIENT
Homer Crespo &
Margaret Sharkey
Vallejo, California

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - South View



CLIENT
Homer Crespo &
Margaret Shattuck
Vallejo, California

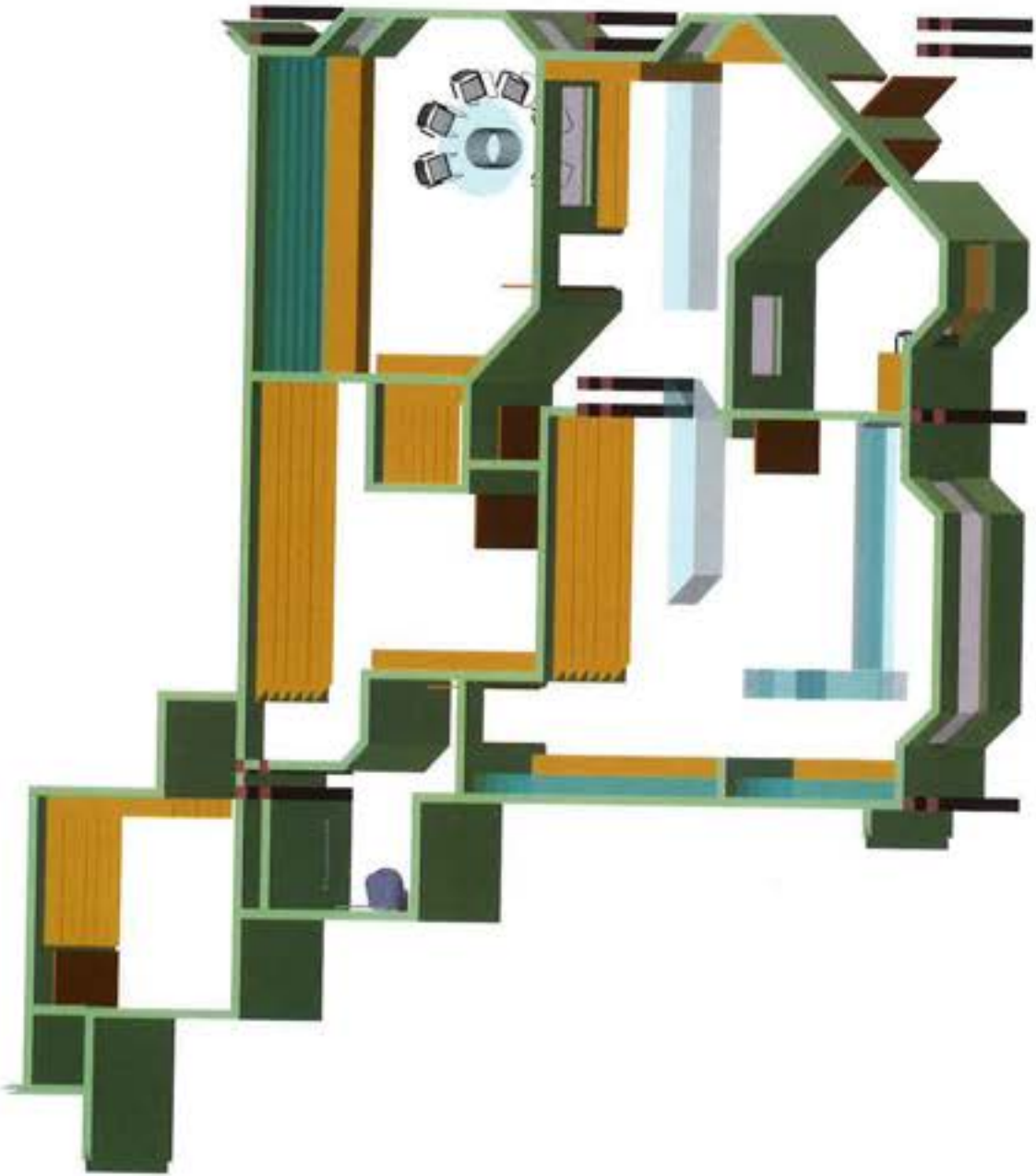
PROJECT
SUITE A/B
130 N. BUTTE ST.
WILLOWS, CA 95698

SCALE
N/S

A

FP-3D

Willow Walk Mall - Suite A-B Floor Plan - 3D - West View



P-3D

A

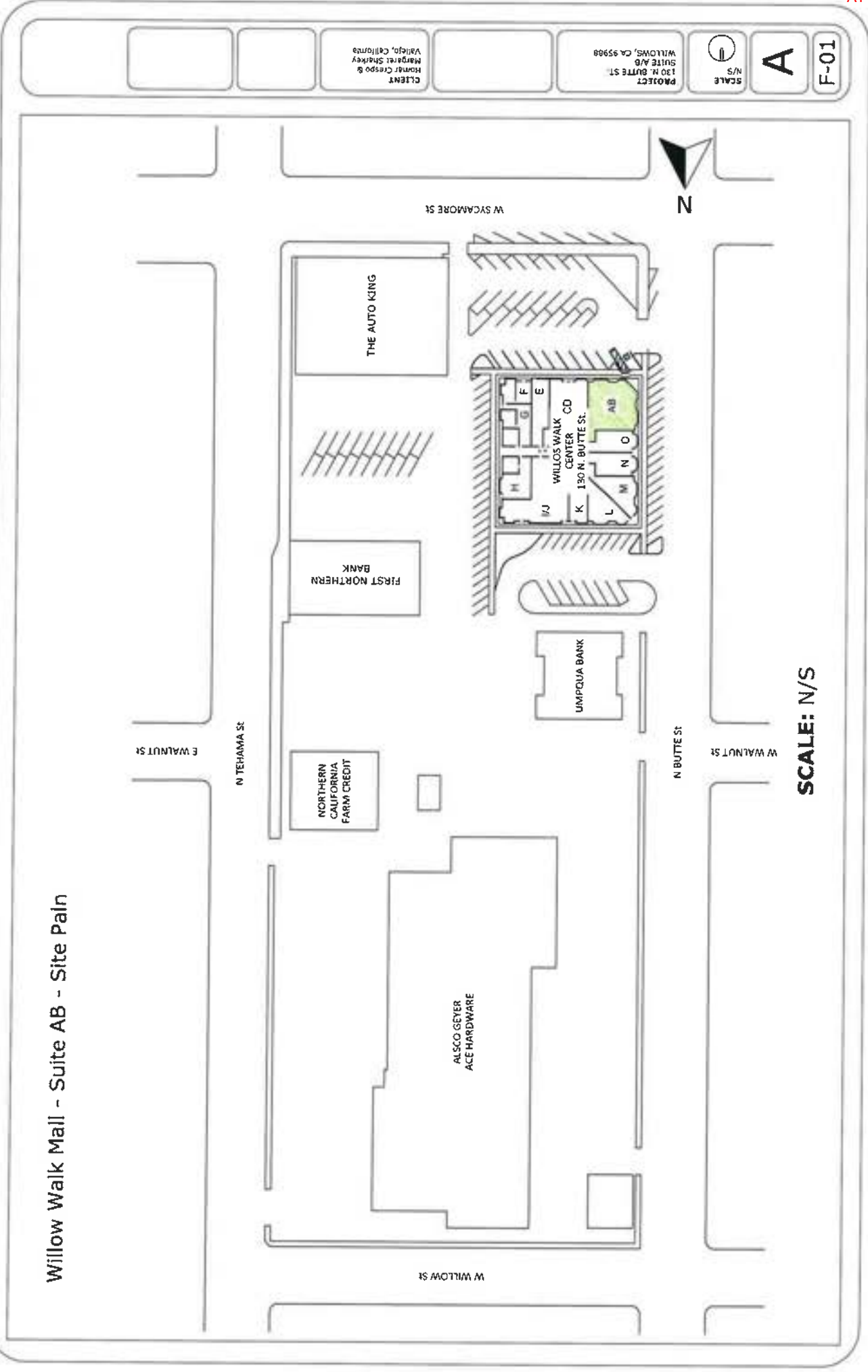
SCALE
1/8" = 1'-0"

PROJECT
SUITE A/B
130 N. GUTTE ST.
WILLOWS, CA 95688

CLIENT
Homer Crespo &
Margaret Sharkey
Vallejo, California

Tab 3

Willow Walk Mall - Suite AB - Site Plan



SCALE: N/S

PROJECT
SUITE A/B
130 N. BUTTE ST
WILLOWS, CA 95968

CLIENT
Howard Crespo &
Margaret Sharkey
Vallejo, California

SCALE
N/S

A

F-01



2223 Fifth St.
Berkeley, CA 94710
Ph: 510.841.7446
info@studio-s.com
www.studio-s.com

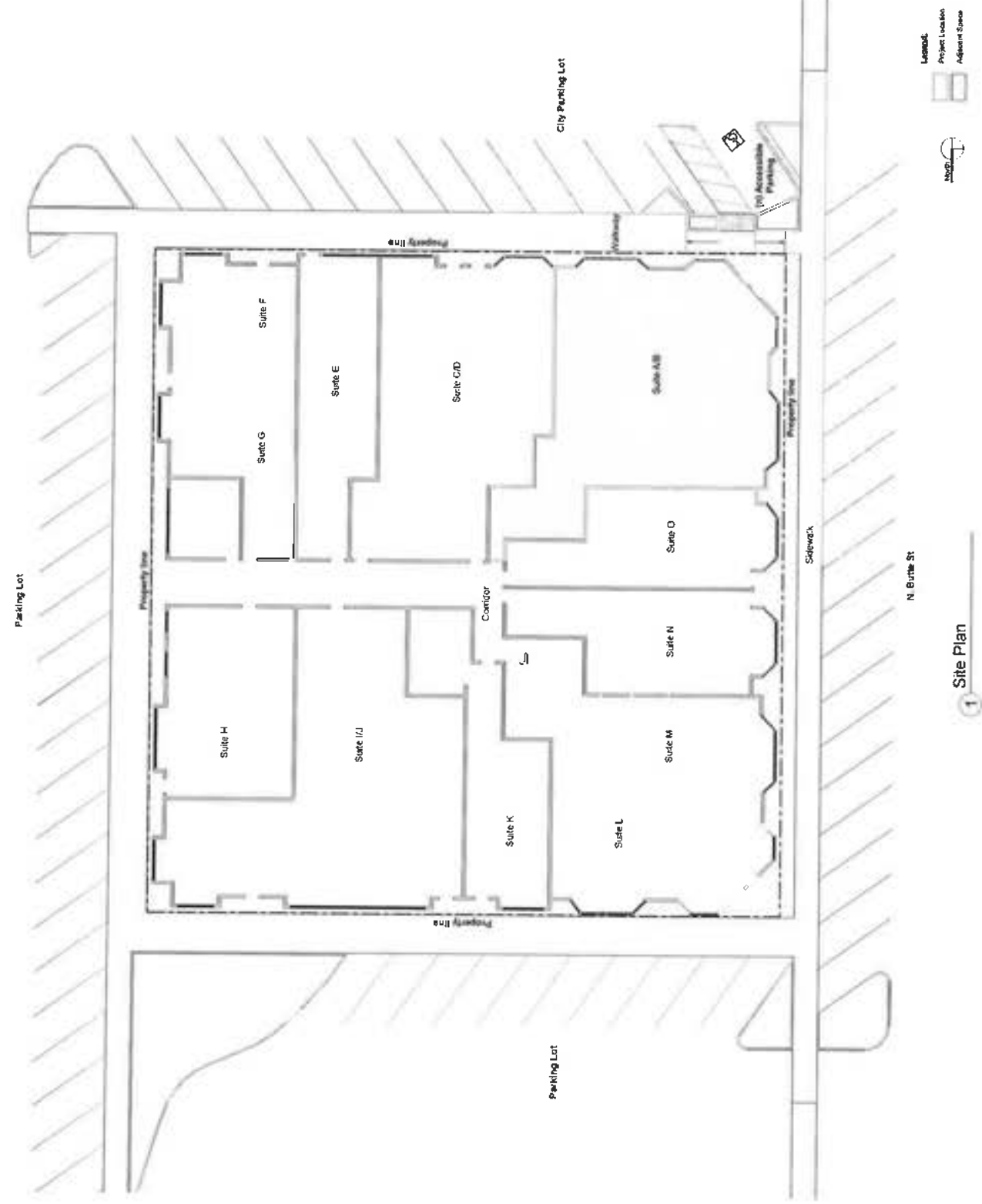


WILLOW WALK MALL
130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents
Site Plan

These sheets, figures, and specifications are to be used only for the project and site described herein. No part of this set of drawings shall be used for any other project without the written consent of the architect.	
Project No.	25-06-526
Drawn By	SSG
Checked By	SSG
Title	1/8" = 1'-0"
Planning Set	4-21-2025

A0.2



130 N. Butte St. Suite A/B, Willows, CA 95988

The proposed policy includes implementation of an existing practice to allow discrepancy components of any policy to include:

- Remedial work
- Remedial insurance
- Upgrade studies

Architectural:

ACI 117 Scope Of Work, Vicinity Map, Project Data, Sheet Index, Abbreviations, Applicable Codes, Project Directory.

A0 1	Site Plan
A0 2	Neighborhood Context Map
A0 3	Accessibility Notes And Details
A1 1	Existing Floor Plan
A2 1	Flooded Floor Plan

The existing facility has been evaluated and the following improvements will be made to it:

- The existing building will be completely gutted and replaced with a new building.
- A new accessible parking lot will be created adjacent to the existing building.
- Existing sidewalks will be modified to create a new accessible path of travel from the existing parking lot.

• Existing restroom that is inadequate to meet accessibility code in quarters.

Owner: Homaj Taz
Elumex, LLC
341 El Camino Real
Vallejo, CA 94590
Tel: 310-490-1975

Project Address:
130 N. Santa St.
Wilmington, CA 90750
APN: 003-041-005-0

Architect:
Studio G+S, Architects
Sunderland Group
2223 9th St.
Berkeley, CA 94710
Tel: 510-546-7648
studio@gsarch.com

2002 California Building Code (CBC) Volume 1
2002 California Building Code (CBC) Volume 2
2002 California Energy Code (CEES)
2002 California Green Building Standards Code (CALGreen)
2002 California Electrical Code (CEC)
2002 California Plumbing Code (CPC)
2002 California Fire Code (CFC)
2002 California Fire Code (CFC)

1. **System:** **Type:**
 2. **Manufacturer:** **Model:**
 3. **Serial Number:** **Version:**
 4. **Operating System:** **Architecture:**
 5. **Processor:** **Memory:**
 6. **Storage:** **Network:**
 7. **Peripherals:** **Other:**

[illegible]

A0.0



WILLOW WALK MALL
130 N. Buite St. Suite A/B
Willows, CA 95688
003-044-005-0

Applicable Codes
 Vicinity Map
 Project Data
 Steps of Work
 Project Delivery

and the Commission is a 100% employee-owned business. The Commission is a 100% employee-owned business.

25-06-526

555

SSG

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January 5, 1925

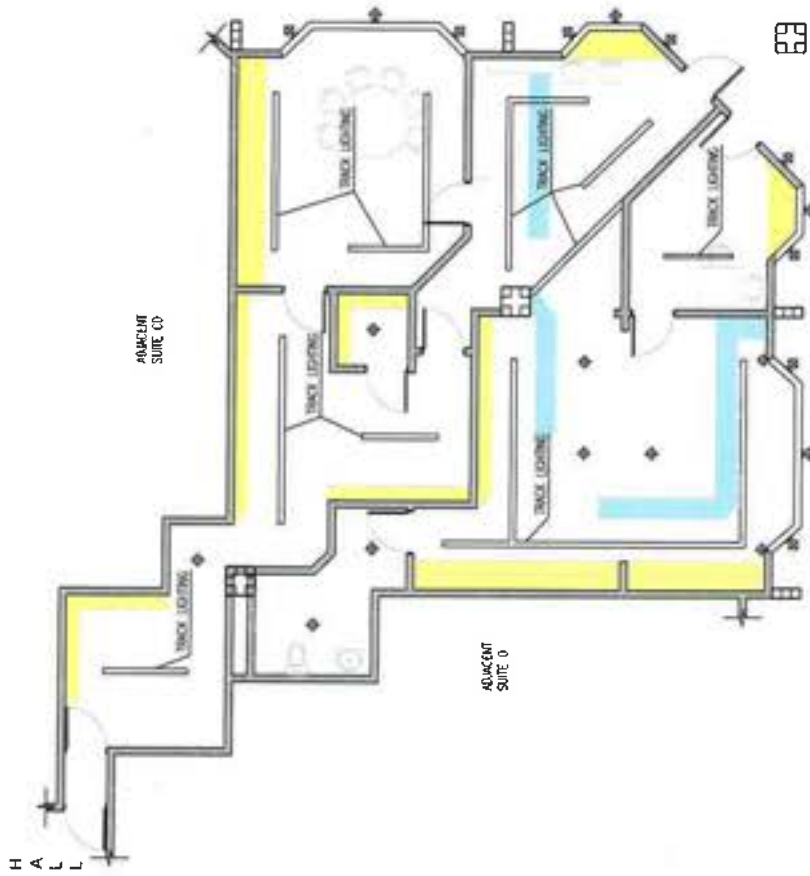
Tab 4

Tab 6

Willow Walk Mall - Suite A-B Floor Plan - Luminaires

130 N BUTTE STREET
SUITE AB
WILLOWS, CA 95822
APN 003-044-005-000
FLOOR AREA = 1803.3446FT²
DATE: APRIL 4, 2025
PROJECT: FLOOR PLAN
SCALE - AS NOTED

- LEGEND:
- ⊙ CEILING SPOTLIGHTS
 - ⊕ WALL LIGHT
 - TRACK LIGHTING



SCALE 1/4" = 1'-0"

SITE PLAN



SCALE
1/4" = 1'-0"

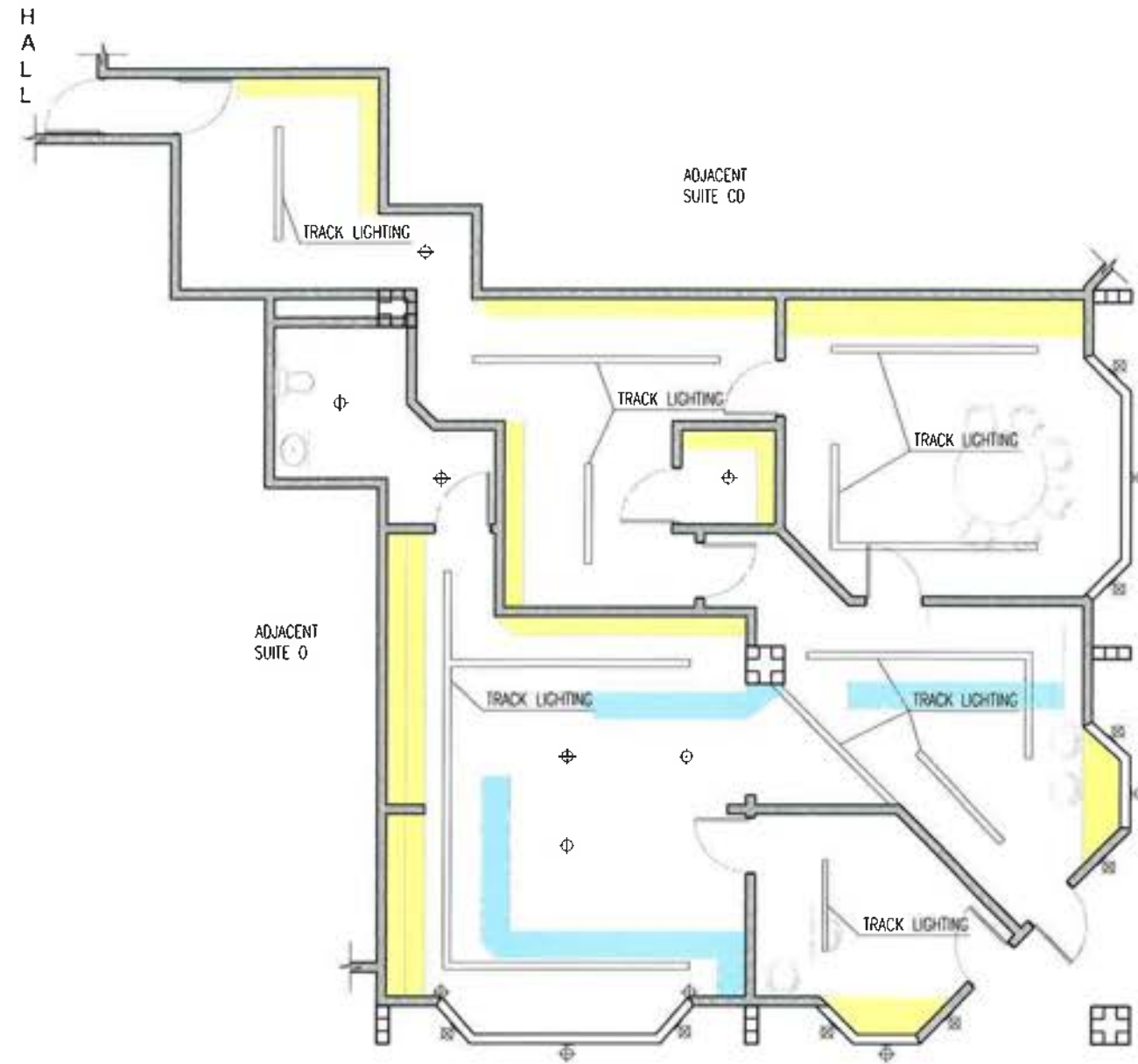
A

F-01

PROJECT
SUITE A/B
130 N. BUTTE ST.
WILLOWS, CA 95822

CLIENT
Homer Crespo &
Margaret Sharkey
Vallejo, California

Willow Walk Mall - Suite A-B FLOOR PLAN - Luminaires

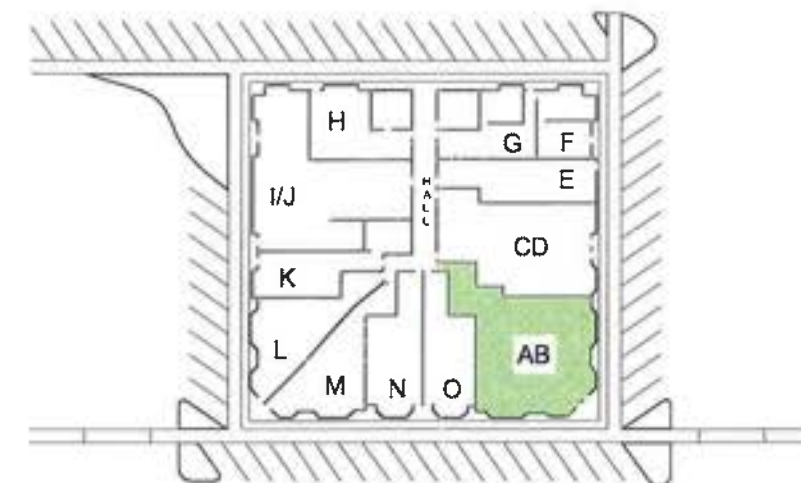


130 N BUTTE STREET
 SUITE AB
 WILLOWS, CA 95822
 APN 003-044-005-000
 FLOOR AREA = 1803.3446FT²
 DATE: APRIL 4, 2025
 PROJECT: FLOOR PLAN
 SCALE- AS NOTED

LEGEND:

- CEILING SPOTLIGHTS
- WALL LIGHT
- TRACK LIGHTING

SITE PLAN



CLIENT
 Homar Crespo &
 Margaret Sharkey
 Vallejo, California

PROJECT
 130 N. BUTTE ST.
 SUITE A/B
 WILLOWS, CA 95988

SCALE
 1/4" = 1'-0"

A

F-01

Tab 7

Zoning Code Compliance

Conditional Use Permit is contingent on Phase II approval.
Phase I approval attached.

NATIVEI, LLC shall provide a copy of a valid conditional use permit approved by the city's planning commission for the proposed business location upon selection and CUP approval by the planning department. The proposed property complies with set back regulations and approved zoning areas.

The amendment to the City's Cannabis Ordinance will now allow cannabis retail/dispensary businesses in the Central Commercial, General Commercial and Light Industrial Zones with a Conditional Use Permit.

The new amendments to the ordinance also reduce the setback from schools to 600 feet. In May 2024, the Willows City Council approved removing all setback requirements from churches, licensed daycares, playgrounds, and parks. The new Ordinance went into effect on February 14, 2025.

City of Willows

201 North Lassen • Willows, California 95988 • (530) 934-7041 • FAX (530) 934-7402



City of Willows
Joe Bettencourt
Community Development and Services Director
201 N. Lassen St.
Willows, CA 95988

March 21, 2025

NATIVEI

Attn: Margaret Sharkey and Homar Crespo
PO BOX 4160
Vallejo, CA 94590

Subject: Approval of Phase 1 Cannabis Business License Application – Eligibility for Phase 2

Dear Ms. Sharkey and Mr. Crespo,

We are pleased to inform you that your Phase 1 Cannabis Business License Application for 130 N. Butte St. has been conditionally approved pending the receipt of the background investigation for David Spradlin. As a result, you are now conditionally eligible to submit a Phase 2 application for further review and consideration.

As part of the Phase 2 application process, please ensure that you provide all required items. We have provided a sample table of contents as Attachment 1 to this letter. Please number all pages and reference them in the table of contents. Timely submission of these materials is essential to ensure the continued processing of your application. Please ensure all documents are clear, complete, and submitted within the specified timeframe.

Should you require any clarification, please do not hesitate to reach out to Planning@cityofwillows.org. We appreciate your cooperation and look forward to receiving your Phase 2 application.

Joe Bettencourt
Joe Bettencourt
Community Development and Services Director
City of Willows



NATILLC-01

PGARCIA

CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)
 4/11/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Kohan Insurance Brokerage, LLC 11110 Ohio Ave Suite 106 Los Angeles, CA 90025	CONTACT NAME: PHONE (A/C, No, Ext): (310) 420-8000 FAX (A/C, No): E-MAIL: Info@kohaninsurance.com ADDRESS:														
INSURED NATIVEI, LLC 130 N. Butte Street, Suite AB Willows, CA 95988	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> <tr> <td>INSURER A: Knight Specialty Insurance Company</td> <td>15366</td> </tr> <tr> <td>INSURER B:</td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Knight Specialty Insurance Company	15366	INSURER B:		INSURER C:		INSURER D:		INSURER E:		INSURER F:	
INSURER(S) AFFORDING COVERAGE	NAIC #														
INSURER A: Knight Specialty Insurance Company	15366														
INSURER B:															
INSURER C:															
INSURER D:															
INSURER E:															
INSURER F:															

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR	LTD	TYPE OF INSURANCE	ADDL	SUSR	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	X	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			KSQSGLO03531-00	3/5/2025	3/5/2026	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 250,000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ AUTOMOBILE LIABILITY ANY AUTO OWNED AUTOS ONLY SCHEDULED AUTOS HIRED AUTOS ONLY NON-OWNED AUTOS ONLY UMBRELLA LIAB OCCUR EXCESS LIAB CLAIMS-MADE DED RETENTION \$ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below
								COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$ PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - FA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

LOC 1: 6400 Freeport Blvd Sacramento, CA 95822

LOC 2: 130 N. BUTTE STREET STE AB WILLOWS, CA 95988

CERTIFICATE HOLDER

CANCELLATION

SRSH, LLC
 PO BOX 4160
 VALLEJO, CA 94590

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Tab 10

10

Professional Portfolio: Margaret Sharkey & Homar Crespo

1. Executive Summary

NATVIEI, if approved, will be a full-service dispensary, where adult customers can safely and conveniently purchase a variety of tested and compliant cannabis products from a skilled staff.

Our team brings extensive experience with retail cannabis business startups, implementation and adherence to regulations, and proactive compliance with city and state requirements. Our team understands that this complex business requires detailed coordination, cooperation and specific direction from the owners to work in an expeditious manner for the business start-up to be accomplished within a reasonable time-frame and successful thereafter.

Our team's historical background will assist in accelerating building plan submission for permit approval, premises renovation, retail software compliance, security and IT installation and state and city licensing submission. As owners of a licensed cannabis microbusiness facility in Sacramento, retail operators and previous owners of multiple dental health clinics, we have developed a strong base of experience in staging and directing the implementation of new businesses with standard operating procedures, policies and compliance.

Based on our team's proficiency in this business sector, financial solidity, compliant property and proactive approach to confirming the support of central commercial businesses, we look forward to the opportunity to work with the City of Willows to effect a successful business operation. We have certainty that our cannabis retail operation in the downtown will be mutually beneficial to adjacent businesses' longevity and stability by generating more retail traffic flow to the downtown central commercial area.

Margaret Sharkey and Homar Crespo, have extensive experience in business startups, real estate management, project development, construction and real estate property ownership. They are the owners and managing members of NATVIEI, LLC, which maintains a licensed cannabis microbusiness facility in Sacramento, California. As fully-vested owners of the state license, facility improvements and real property, one principal advantage of the company, especially in the current turbulent economic times facing the industry, is company predictability and stability. The Sacramento cannabis microbusiness comprises three areas vital to a successful cannabis business: cultivation, manufacturing/packaging and distribution. This indoor microbusiness facility was designed and funded by the owners and included engineering and architectural design, contractor coordination, including an electrical upgrade, and compliance with city planning, building, permitting and state license requirements.

The Willows retail facility will vertically integrate with the Sacramento microbusiness facility. As a vertically integrated cannabis company, we are able to act swiftly to changing market conditions and accomplish tasks in a more efficient, cost effective and timely manner. Another benefit is greater control over the supply chain and increased profit margins and cost savings by controlling all stages of production. As a small craft cannabis business, vertical integration helps strengthen and streamline the operations between production and retail.

171

2. Professional Background

Margaret Sharkey

Margaret Sharkey, graduated from UCSF as a dentist in 1990. During the period from 1990 to 2006 she established three dental clinics. The first two offices were renovated and expanded by her husband, an architect, and the third office was designed by him from scratch. During this period, she employed general dentists and specialists which enabled the expansion of the offices to serve more members of the community and provide professional job opportunities to the local high school students interested in the field.

Principal duties, aside from direct patient care, included administrative tasks, team management, human resources, staff hiring and office protocol. Staff and doctor training and implementation of new and existing industry policies and regulations was an ongoing part of the business. As she was one of the first Spanish speaking female doctors, community involvement and marketing were important to the growth and success of her practices. An initial focus included providing emergency care services, offering free consultations with intra oral cameras, and attending local health fairs with her staff. One rewarding part of her practice was providing the opportunity for entry level staff and assisting foreign doctors gain legal entry into the profession. Margaret was directly involved in their training and the progression of their future careers in the industry.

Office procedures and protocols along with staff training were integral to growing a startup business. Margaret was principally involved in systems creation and implementation. As the owner, she was also responsible for staff conflict resolution, business accounting, payroll, tax payments, staff bonus systems, auditing insurance billing and payment of all expenses. This business required overall compliance and system control similar to how a dispensary responds to oversight, customer care and regulation compliance.

In 2006, Margaret transferred her practices and she and her family lived in Puerto Rico for the education of their two sons until 2018 frequently traveling between California and Puerto Rico. During that time, they maintained their primary home in CA and continue to manage general real estate. In addition to being licensed in California, Margaret also received her dental license in Puerto Rico where she continued to maintain involvement in continuing education and professional relationships in the industry.

Professional Background

Homar Crespo

Homar Crespo Tizol graduated with a Bachelor and Master degree in Architecture in 1980 from the University of Puerto Rico. From 1980-1994 he was employed as a licensed Architect in Puerto Rico and in California in the Department of Defense. During this time, he worked on various projects with the Department of Defense in the Western Division, including Hawaii and the Bay Area. Homar was instrumental in the design, construction, and rehabilitation of various projects at Bay Area military bases. Homar has many years of experience in the real estate business, which began with the acquisition of commercial properties where Dr. Margaret Sharkey built her dental offices.

Homar was involved in the design and renovation of Margaret's three dental offices. In addition, he assisted with marketing, budgeting, tax planning and implementation of new technologies for the office.

He was principally involved in the design and construction of the Sacramento microbusiness facility and continues to work in design and renovation in his commercial real estate projects. While in Puerto Rico, Homar used his skills to continue working in property development, design and renovation. However, his primary focus has always been his children and the time spent in Puerto Rico was instrumental in his two son's life experiences and education. Today both sons, Stefan and Sebastian Crespo-Sharkey are business owners who work with the different family businesses.

Homar's strength lies with the ability to analyze the present and plan for the future; as an entrepreneur, with architect training, his vision is in planning ahead, succinct in directing staff, and focused on bringing projects to fruition.

Key qualifications

1. We are fully funded for the project. Reserves in the amount of \$400K are available to begin the project.
2. Our team of managers brings extensive retail experience including multiple retail cannabis startup businesses and compliance experience, which will accelerate the start-up of a retail dispensary in Willows.
3. We have experience with multiple startup businesses in healthcare (three dental offices located in buildings we owned), retail (see www.CapsnCork.com) in a shopping plaza owned by our corporation and in business growth and general property management.
4. We have extensive experience in design, build out and managing our commercial, residential, and cannabis real estate in Puerto Rico and California.
5. We are current owners and license holders for a microbusiness facility in Sacramento to vertically integrate with a retail dispensary.
6. We have experience with implementation of general business systems including project vision, design and construction.
7. We have experience with implementation of compliance systems.
8. We foster positive staff communication and business cohesiveness with strategic vision for growth.
9. We have a history of HR including staff work reviews, staff benefits, bonus systems, and staff expectation.
10. We have experience with creative marketing strategies with retail and healthcare businesses.
11. Our vertical integration provides flexibility to adapt business models to current and changing circumstances.
12. We have experience with business forecasting and budgeting for growth.
13. We have a history in our prior dental and retail projects by increasing production by 100x.
14. Having owned commercial and residential property in Willows we are sensitive to the communities' concerns with a retail dispensary.
15. We believe integrity is the vital quality for business success.

Detailed description of work in the cannabis industry.

Homar and Margaret began their work in the cannabis industry after working with various retail dispensaries who leased space in their commercial properties in Vallejo, CA. Their involvement in the multiple stages of their tenant improvements motivated their understanding of the emerging industry. In 2018, Sacramento opened up the pathway for legal ownership in the cannabis industry. They purchased a commercial building in Sacramento that complied with the city zoning for a cannabis microbusiness facility that incorporates indoor cultivation, packaging/manufacturing and distribution. After much community outreach with adjacent businesses and area residents and with the support of the city and police, we were approved through the CUP process. It was decided at that time to lease the property a cannabis cultivation company, however, due to the complex design process, improvement costs, build out time, and city and state business and licensing requirements, it became clear that the project needed to be to be under the control of the owners who could comply with the complexity and costs associated with the project. As a state-of-the-art indoor microbusiness facility, all improvements including equipment, building and electrical upgrades, and security requirements to meet state, city, police and fire regulations were completed by the owners. Significant coordination between the architect, engineers and City Planning and Building Departments was required to complete the facility improvements. Homar, as an architect, was involved as the principal designer and lead coordinator between all parties.

As business owners, both Homar and Margaret, understand the importance to balance the need to generate more opportunities in Willows, attract new business and support existing business. As they have attended city council and planning meetings in regard to the ordinances, they are aware of the concerns and apprehension of the general community in regard to a retail dispensary. Support of downtown retail is part of their plan to ensure downtown businesses will benefit from this retail business. In addition to generating taxes payable to the City of Willows, principally it is the expectation that this business will foster a more retail driven downtown central commercial zone. The direct result of the retail dispensary will be to improve local business incremental revenue by increasing traffic to the central commercial downtown corridor. It is anticipated this business will help the sustainability of existing downtown businesses generate additional tax revenue through increased sales, promotion of new business openings and a reduction in businesses closing due to lack of traffic and revenue.

They have learned through their prior business in health care, that education is principal and today's consumers are seeking products and brands that can safely and effectively deliver a consistent product that meets their expectations. As our population ages, health-conscious people are looking for ways to improve their physical and mental wellbeing. Many of these consumers are interested to learn about the positive benefits of cannabis when used correctly. The dispensary will incorporate an educational center, in addition to providing quality, tested, consistent cannabis products that can assist in improving personal health and wellness.

Their business plan includes a Community Outreach program committed to working with businesses and residents. The principal goal is to raise awareness about the benefits of cannabis through community education and to promote the understanding of the product's therapeutic advantages. The education center

will provide the opportunity to learn about current research in the medical field, different products and their use including topicals, edibles, oils and flower strains and how each can be tailored to an individual's need. In addition, there is a plan to include a Patient Access Program which will allow seniors and veterans with financial challenges to have access to products at a reduced cost. As a licensed microbusiness and future retailer, we can designate cannabis products in the inventory for medicinal patients as part of our Patient Access Program.

Specific roles held within dispensaries

Margaret and Homar have long term experience in owning and managing both retail and health care businesses. Their involvement overseeing prior tenant's dispensary business start-ups, and the City of Vallejo and City of Sacramento licensing process have prepared them for the start-up and operation of a retail dispensary. Their managerial team has extensive hands-on experience in dispensary business start-ups, legal compliance, and management, marketing, and growth.

Years of experience and scope of responsibilities

Margaret and Homar have over 35 years of experience in managing successful businesses. Their main scope of responsibility with this dispensary would be working in conjunction with their experienced managerial staff to open and operate the dispensary. As owners, they will be responsible for financial and business decisions and will be involved, along with their managers, at every level from the design and renovation to compliance and the day-to-day business operations.

3. Regulatory Compliance Experience

Familiarity with California's Department of Cannabis Control (DCC) Regulations

We stay up to date with DCC state regulations. Margaret and Homar review existing and new developments related to the DCC rulemaking for the cannabis industry. The DCC has an excellent informative website and licensing web portal. We are familiar with the Department of Cannabis Control's regulations and have had a DCC first inspection in the Sacramento microbusiness while under construction. The DCC is responsible for the regulation of growing cannabis plants, manufacture of cannabis products, transportation and tracking of cannabis goods throughout the state, the sale of cannabis goods, regulating events where cannabis is sold or used and labeling of goods sold at retail.

The Department of Cannabis Control (DCC) was established on July 12, 2021, and consolidated California's three cannabis licensing programs (established in 2016) into a single department to centralize and streamline California's commercial cannabis regulatory oversight. The three different state programs combined into one state department were: 1) the Bureau of Cannabis Control, in the Department of Consumer Affairs, 2) Manufactured Cannabis Safety Branch, in the Department of Public Health and 3) CalCannabis Cultivation Licensing, in the Department of Food and Agriculture. Today the DCC licenses, inspects, and regulates all cannabis activity in California. The principal goals of the DCC included 1) creating a single point of contact for

licensees, local governments and other stakeholders, 2) simplifying and centralize licensing and regulatory oversight, and 3) providing support for business to be successful and compliant with state law and 4) improving enforcement coordination to better protect public health, safety and lands and make it more costly to operate in the illicit cannabis market. The DDC website provides recently approved regulatory actions and pending actions. We stay up to date by frequently visiting the DDC website, and by receiving email updates directly.

Experience with compliance protocols

Compliance is a top priority for a retail cannabis business successful and sustainable pathway. The safety of our staff, customers, and the general public is directly related to the compliance of a dispensary business. The Sacramento microbusiness facility has been our primary experience in cannabis business compliance protocols. Many of the compliance requirements are similar in nature to a retail facility. Audits and tracking to monitor compliance are part of our business model and our managerial staff is fully aware and knowledgeable of compliance protocols. California Cannabis Track and Trace (CCTT) requires careful documentation and reporting of cannabis cultivation, manufacturing, retail, and testing.

Metric (Marijuana Enforcement Tracking Reporting and Compliance), is the mandatory cannabis track-and-trace system used in California. It provides comprehensive seed-to-sale tracking for all cannabis supply chain activities, ensuring transparency and compliance. All licensed cannabis businesses in California are required to use Metric for inventory management, reporting, and tracking to maintain compliance with regulations set by the Department of Cannabis Control (DCC), prevent diversion, and safeguard public health and safety.

Metric, which holds exclusive cannabis tracking contracts in over 20 states renewed its agreement with California last year for up to \$28.3 million annually. Seed-to-sale tracking is a cornerstone of the regulated cannabis industry, and provides comprehensive oversight of cannabis products throughout their lifecycle. These systems assign unique identifiers to each plant and product and track them from cultivation through processing, testing, distribution, and ultimately to the point of sale. This tracking ensures regulatory compliance, prevents diversion to the illicit market, and enables swift product recalls when necessary.

Knowledge of local ordinances and licensing process

Margaret has attended most City Council and Planning meetings since Willows began drafting its original cannabis ordinances in 2018 and has voiced her opinion of the positive impact that a retail dispensary could have to revitalize the downtown central commercial corridor. Since the original ordinance, she has followed developments in the evolution of the City of Willows' ordinances and zoning changes. In addition to community outreach and polling neighboring businesses, letters of support for a retail dispensary were included in the phase I application. This outreach has helped to show local support in the central commercial downtown business community.

We have become very familiar with the application process through the state Department of Cannabis Control and city requirements during our application for our microbusiness license. We continue to monitor changes and incorporate updates under the Department of Cannabis Control and local city ordinances.

Customer Purchases & Age Restrictions.

1. NATIVEI will not employ or retain persons under 21 years of age.
2. Cannabis will not be sold to the public without electronic age verification.
3. Electronic age verification will be utilized to verify the age and identity of any individuals purchasing cannabis goods.
4. Cannabis goods will only be received by the customer.

Facility Restrictions

1. On-site consumption of cannabis is prohibited at all times by all individuals on the property.
2. No cannabis or cannabis products or graphics depicting cannabis or cannabis products will be visible from the exterior of the business premises, or on any of the vehicles owned or used as part of the business.
3. The front entrance of the Dispensary will have a secure lobby and no products will be visible within this area.
4. The entrance will maintain clear and legible notice, visibly posted stating that smoking, ingesting, or otherwise consuming cannabis on the premises or in the areas adjacent to the commercial cannabis business is prohibited. No loitering signage will be posted.
5. NATIVEI will not provide free cannabis or cannabis products to any person and will abide by legal sales limits set by the Department of Cannabis Control.
6. Signage for the facility will be submitted to the City of Willows for review and permit issuance.
7. A current copy of the commercial cannabis business permit issued by the City and State license will be posted inside the business premises in a location readily visible.

4. Operational Expertise

Day-to-day dispensary management experience

Managing a cannabis dispensary involves a mix of retail operations, compliance, inventory management, and customer service. Our managers have extensive experience in the day-to-day management of a retail dispensary. Management includes monitoring of cash handling & POS systems in addition to reconciling opening cash floats.; Inventory procedures include verification of overnight stock levels, ensuring all products are properly labeled and displayed.

We will utilize Flowhub as our POS system as it is one of the leading cannabis technology companies partnering with dispensaries nationwide to provide compliance, point of sale, payments, inventory tracking,

and retail management solutions. Compliance procedures include confirming that all licenses, security cameras, and state-mandated tracking systems are operational.

Closing Procedures include end-of-day reconciliation, inventory update counts to reflect sales and returns. Security Protocols including arming alarms, securing safes, and ensuring all cannabis is locked in compliance with state laws.

Inventory management and supply chain coordination

Inventory Management:

A dispensary point of sale or "POS" system provides cannabis retailers with a platform to sell their products compliantly to patients and customers. Similar to mainstream retail POSs, a cannabis POS specifically handles the nuanced regulations and reporting requirements for the cannabis industry. Industry-specific software (Flowhub and METRC) will be utilized for the retail facility. The software and backup data are designed to record and report data to prevent diversion of the products and theft; provide employees accountability, and provide all regulatory information.

Facility Data Management System is designed to track data in each phase that is carried forward throughout the entire process chain of the seed-to-sale system so that the cannabis can be traced forward through the entire process and backward from the point of sale back to the plant batch of origin.

Our effective inventory management strategies consist of:

Demand Forecasting: Track sales trends and seasonal fluctuations, analyze patient/customer purchase patterns, use historical data to predict future demand;

Inventory Tracking Systems: Seed-to-sale tracking software, Barcode/Rfid scanning for accurate product tracking, Real-time inventory.

Stock Level Optimization: Establish minimum/maximum stock levels for each product category, analysis to prioritize high-value items, Just-in-time inventory for perishable products;

Product and Price Categorization: Flower, concentrates, edibles, topicals, accessories, - THC/CBD potency levels.

Inventory and Supply Chain Coordination

As part of our inventory and supply chain management, we will:

1. Carry out regular physical inventory audits.
2. Train staff on inventory procedures.
3. Establish loss prevention strategies.
4. Have a system for expiration date management (especially for perishable items).
5. Have a contingency plan for supply chain disruptions.
6. Our micro business will also provide tested crafts products for the retail dispensary.

7. We have included an extensive list of Vendors with whom we will work to ensure a wide selection of products.
10. Our managers have long term, extensive experience with cannabis startups, and compliance and reporting requirements.

POS system and retail technology expertise

In 2019, Margaret assisted her eldest son in taking over and successfully re-establishing a failing small beer and wine retail store. This re-launch project provided an understanding of today's retail industry's dependance on POS systems and technology.

Aside from the premises design and renovation, licensing process, logo and name creation, the point-of-sale (POS) software system became one of the most important tools for retail analytics and growth. The reports help us understand purchasing patterns, product margins, identify products that sold best, avoid product expiration and reduce carrying costs. As the initial focus of the retail store was craft beer and wine, the challenge was to understand such a diverse product market and current trends and consumer interests.

As the store grew, their ability to forecast consumer interests became one of the most important drivers in purchasing decisions, especially with the vast craft beer selection. The POS analytics tools provided insight into customer preferences, peak purchasing times and seasonal trends. This helped in our marketing plan, forecasting demand, managing inventory and changing consumer market trends. By understanding those trends and working with our distributors, we could better anticipate which products to order, adjust inventory, and minimize excess inventory. In addition, the POS software analytics help identify slow-moving products that need to be discounted or removed from the inventory.

By using POS software analytics, we learned how to prevent overstock situations which can end up impacting the cash flow. Within one year of opening, we had applied for a license upgrade to include all spirits. This along with excellent customer service and established relationships with reliable distributors, enabled the store to grow and by 2020, gross sales income increased to over one million dollars. Website: <https://www.capsncork.com>

Sales & Marketing Experience

Strategies for customer acquisition and retention

New customer acquisition and customer retention is one of the highest priorities for any business. As a prior dentist with multiple offices, client retention was just as important as attracting new clients. For a retail dispensary, as in any business, first impressions are foremost in establishing a comfortable customer visit. Our principal goal is to connect with clients by making them feel comfortable and taking time to understand their product interests. Talking with customers and understanding their goals provides the opportunity to personalize their experience and provide recommendations for appropriate or new products. We know that

a satisfied customer is the best referral source and our dispensary will include educational content to assist clients in selecting appropriate products to meet their needs. This is especially important for elderly clients investigating products for pain relief and anxiety.

Our education informational focus will be to provide available information on new research in the medical field, best strains for particular effects, dosages, and how to use different products and various delivery modalities. This is a rapidly emerging research area and as a recent example: John M. Streicher, Ph.D., a professor in the Department of Pharmacology at the University of Arizona College of Medicine–Tucson, and a member of the University of Arizona Comprehensive Center for Pain & Addiction recently published research that suggests that terpenes may provide an alternative pain control medication for chronic pain relief without the use of opioid drugs. An estimated 21% of American adults suffer from chronic pain and typical opioid medications are prescribed to find relief, but they have a high potential for addiction. Terpenes found in cannabis plants, including geraniol, linalool, and humulene, can act on targets in the brain and spinal cord to relieve pain. We are interested in making available new information that is related to cannabis medical research that may have a beneficial effect for our customers.

Experience with cannabis marketing regulations

Cannabis marketing regulations are complex and vary significantly by jurisdiction. We understand California has strict laws designed to limit the exposure of cannabis marketing campaigns to protect vulnerable individuals, like minors, and to protect the public.

All NATIVE1 managers have significant experience regarding cannabis marketing regulations and will strategize in conjunction with the owner oversight on all marketing campaigns to ensure compliance with regulations.

We will invest in legal expertise and subtle, education-driven strategies to adhere to strict advertising restrictions, including no youth appeal, and avoid unapproved medical claims (e.g., "cures anxiety" or "treats pain") unless backed by regulatory approval (like FDA).

Since Meta (Facebook/Instagram) and Google Ads often reject cannabis ads, even in legal markets. We will rely on organic content, influencer partnerships, and cannabis-specific ad networks.

We are fully aware that California bans billboards near highways or schools and prohibits lifestyle advertising (no associating cannabis with glamour, recreation, or driving).

Our marketing campaigns will mostly be education-focused content, pivoting to "awareness" content (e.g., industry news); influencer and affiliate marketing; partnering with compliant influencers (age-gated, no exaggerated claims); Event Sponsorships, and wholesale platforms (e.g., Leafly, Weedmaps), which are for cannabis promotion.

Key Advertising Requirements & Restrictions

1. Age Verification: All marketing must target audiences where at least 71.6% are 21 years or older
2. Warning Labels: All advertisements must include specific government warnings about health risks
3. Location Restrictions: No advertising within 1,000 feet of schools, daycare centers, youth centers, or playgrounds
4. Visibility Rules: Cannabis products cannot be visible from outside the business premises
5. Operating Hours: All sales transactions must be completed between 6:00 AM and 10:00 PM

Requirements per City Ordinance.

1. Preventing individuals from remaining on the premises if they are not engaged in activity expressly related to the operation of the cannabis facility.
2. Establishing limited access areas accessible only to authorized personnel including security measures to both deter and prevent unauthorized entrance into areas containing cannabis or cannabis products and theft of cannabis or cannabis products.
3. Storing all finished cannabis and cannabis products in a secured and locked room, safe or vault, in a manner to prevent diversion, theft, and loss, except for limited amount of cannabis used for display purposes, samples, immediate sale.
4. Providing tamper-proof and tamper-evident packaging for finished cannabis products
5. Preventing off-site impact to adjoining or near properties
6. Limiting the amount of cash on the premises.

Prohibited Practices

1. Targeting individuals under 21 years of age
1. Making unsubstantiated health claims
2. Using cartoon characters or imagery appealing to children
3. Advertising on Interstate Highways or State Highways crossing borders
4. Giveaways of any cannabis products or accessories
5. Publishing misleading or false advertising
6. Promoting excessive consumption
7. According to Proposition 64, cannabis products can only be advertised where at least 71.6% of the audience is expected to be over the age of 21.
8. Advertisements cannot be posted within 1,000 feet of day care centers, schools between kindergarten through 12th grade, playgrounds, or youth centers and the use of imagery that would attract minors, such as movie or cartoon characters is prohibited.
9. Smoke cannabis where it is illegal to smoke tobacco
10. Smoke cannabis within 1,000 feet of a school, daycare center or youth center while kids are present.

11. In addition, cannabis advertisers cannot give away free products or promote contests tied to cannabis and all cannabis advertisements must accurately identify the licensee and its license number.
12. In January 2019, Assembly Bill 3067 went into effect, closing a loophole that allowed cannabis products to be advertised online to minors.
13. On and after March 1, 2025, a retailer, or microbusiness with listed retail activities, shall display this brochure. All licensed retailers, including storefront and delivery, are required to provide the brochure to new consumers. The brochure must also be prominently displayed.

High Potency

Consuming higher-potency THC products does not mean a better cannabis experience.

Higher potency THC products are harder to control and come with a higher risk of adverse effects. Using them often may cause dependency in some people.

If you are new to cannabis, be careful with higher-potency products like concentrates and vape cartridges.

If you are buying cannabis, compare labels and consider lower-potency products:

- Flower with less than 20% THC
- Edibles with close to 5mg THC per serving (or consume half of a 10mg THC serving)

If you are inhaling cannabis, wait between puffs until you feel the full effect.

Pregnancy and Breastfeeding

There are risks to your baby from using cannabis. Your baby consumes what you do.

Do not use any cannabis if you are:

- pregnant or may be pregnant
- breastfeeding

This includes:

- inhaling cannabis (smoking, vaping, dabbing)
- eating or drinking cannabis products
- applying cannabis infused creams or lotions

No matter how you consume cannabis, THC and other chemicals will be passed to your baby through your placenta and breastmilk.

If you use medicinal cannabis, ask your doctor about alternative treatments during pregnancy or while breastfeeding.



Effects of Cannabis Use

Wondering what to expect when using cannabis?

Cannabis has two major chemicals that affect the brain differently:

- **THC (Tetrahydrocannabinol)** makes you feel "high". How you feel depends on how much THC you take, and the effects can vary from person to person.
- **CBD (Cannabidiol)** doesn't make you feel "high", but can have other effects.

The effects of using cannabis may include:

- Trouble with thinking, remembering, and problem-solving
- Seeing or hearing things that aren't real (with high doses and/or high potency)
- Feeling like time is moving slower or faster
- Feeling relaxed or paranoid
- Having mood swings
- Having increased or decreased anxiety
- Feeling dizzy
- Having dry mouth or bloodshot eyes
- Relieving pain and reducing nausea/vomiting
- Impaired movement and coordination
- Feeling hungry
- Faster heartbeat or lower blood pressure

Edibles: Start Low, Go Slow.

Use extra caution, as the delayed onset of edibles can have unintended effects. If you consume a cannabis edible (like brownies, gummies, or an infused beverage), it can take up to 2 hours to begin feeling the effects, and up to 4 hours to feel the full effects. This is much slower than smoking or vaping, and the "high" can feel stronger. Start with a small amount of THC (5mg or less) and wait at least 2 hours to see how you feel.

When consuming edibles, you can always take more later, but you can't take it back.

Drive high, get a DUI. Driving under the influence of cannabis is illegal and increases your risk of getting into an accident. Penalties for driving high are the same as driving drunk.

Mental Health

There are potential risks to your mental health from cannabis use.

Research suggests that mental health disorders may develop or worsen from:

- Daily cannabis use
- Near-daily cannabis use
- Higher-potency cannabis use

These types of use have been linked to Cannabis Use Disorder, and may lead to:

- Hallucinations
- Thoughts of self-harm
- Schizophrenia
- Suicide attempts
- Depression
- Suicide
- Anxiety
- Temporary psychosis

Minors and Young Adults

Our brains actively develop until around the age of 25. Using cannabis regularly while younger can cause long-term problems with thinking and mental health.

Parents, be aware. Edibles and other cannabis products can be mistaken for food or candy. Like medications, you should keep cannabis products in child-resistant packaging. Store and dispose of cannabis products where they cannot be easily seen or accessed by children and pets.

California Poison Control: (800) 222-1222
Animal Poison Control: (888) 426-4435
Dept of Cannabis Control: cannabis.ca.gov
Dept of Public Health: cdph.ca.gov



**Department of
Cannabis Control**
CALIFORNIA

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Data-driven sales performance metrics

Key Performance Indicators (KPIs) are used extensively in Cannabis Retail. They are crucial for businesses, and provide a structured pathway to success by creating benchmarks. This enables businesses to track progress toward strategic goals, increase clarity, and facilitate alignment across all tiers of the business. KPIs help businesses stay focused on their main goals, make informed decisions, and adapt swiftly to changing market conditions by pivoting when progress isn't going as expected. KPIs provide a focus for strategic and operational improvement, create an analytical basis for decision making, and help focus attention on what matters most.

The following are KPIs that will be used to help data driven sales performance metrics:

Sales Metrics

1. Total Sales Revenue: Daily/weekly/monthly sales totals
2. Average Transaction Value (ATV): $\text{Total sales} \div \text{number of transactions}$
3. Units per Transaction: Average number of items sold per customer
4. Product Category Mix: Breakdown of sales by flower, edibles, concentrates, etc.
5. Top-Selling SKUs: Best performing individual products
6. Sell-Through Rate: $\text{Units sold} \div \text{beginning inventory}$
7. Inventory Turnover: $\text{Cost of goods sold} \div \text{average inventory}$

Customer Metrics

1. Customer Count: Unique customers per period
2. Repeat Customer Rate: % of customers who return within X days
3. Customer Acquisition Cost (CAC): $\text{Marketing spend} \div \text{new customers}$
4. Customer Lifetime Value (CLV): Average revenue per customer over time
5. Demographic Breakdown: Age, gender, zip code analysis

Operational Metrics

1. Conversion Rate: % of foot traffic that makes a purchase
2. Average Wait Time: Time from entry to purchase completion
3. Basket Abandonment Rate: % of started transactions not completed
4. Employee Sales Performance: Sales per budtender
5. Price Elasticity: Sensitivity of demand to price changes

Data Analysis Approaches

1. Trend Analysis:

- Seasonal patterns (weekend vs. weekday, holidays)
- Time-of-day performance
- Impact of weather on sales

2. Cohort Analysis:

- New vs. returning customer behavior
- Product preference by customer segment

3. Market Basket Analysis:

- Product affinities and cross-selling opportunities
- Common purchase combinations

4. Price Optimization:

- Margin analysis by product category
- Discount effectiveness measurement

5. Financial Management

Budgeting, forecasting, and financial reporting are critical to our success. Due to the industry's unique regulatory challenges, cash-heavy nature, and tax complexities, we are constantly preparing to meet challenging factors like taxes, changing product markets and new regulations. We implement disciplined budgeting, forecasting, and reporting to facilitate navigating through those financial challenges and to position ourselves for short and long-term growth. We plan for contingencies, maintain reserve accounts and adjust for industry and consumer shifts.

We work with pro-forma outlines of expected revenues, costs, and cash flow. Our key considerations for a more accurate revenue budget (after opening the business) will include sales projections, pricing strategy evaluation and projected seasonal trends.

We account for expense budgeting for costs like taxes, fees, salaries, utilities, insurance, compliance and state and local licenses. As well as for variable costs like inventory purchases, packaging and marketing. Not to mention for tracking system fees (e.g., Metrc), security, capital expenditures, POS systems, security upgrades (cameras, vaults), store renovations and/or expansion. Our cash flow budgeting includes cash management of items like armored transport, safes, banking fees, etc.

We will prepare financial forecasting budgets based on market changes. We focus on: 1) short-term forecasts (*Monthly/Quarterly*): Adjust for sales trends (e.g., new product demand, regulatory changes) and monitoring inventory turnover to avoid stockouts or overstocking. 2) Long-term forecasts (*Annual/3-Year*): Include expansion plans (e.g., delivery services), changes in tax laws and federal legalization and the impact of competitive landscape shifts.

The key forecasting methods we use are: 1) Historical Trends: Use past sales data to predict future performance. 2) A Rolling Forecast is used to try to predict future performance. 3) Scenario Planning: Model best-case/worst-case scenarios (e.g., price drops, supply shortages, inflation).

We will use accurate financial reporting to ensure compliance and informed decision-making.

Those reports include: 1) Essential Reports - Income Statement (P&L) where COGS are separate from non-deductible expenses. 2) Balance Sheet - Track cash, inventory, liabilities, and equity. 3) Cash Flow Statement - Monitor operating, investing, and financing cash flows. 4) Plan for tax payments and large cash transactions. 5) Inventory Reports - Track product movement, waste, and shrinkage. Reconciled with state-mandated track-and-trace systems. 6) Sales by Product/Category - Identify high/low-margin items to optimize purchasing. 7) Compliance Reports for state-specific sales/purchase tracking (e.g., METRC).

We pay special attention to tax reporting challenges. IRS 280E compliance is complex. We recognize that only the cost of goods is deductible; other expenses (i.e., marketing, salaries) are not. We will be budgeting for California's 15% excise tax, plus local taxes, and revenue sharing amounts. All cash transactions will be meticulously monitored for audits.

Our historical experience with our other businesses has prepared us for financial management.

Cash handling and banking compliance

1. Our dispensary standard operating procedures include daily reconciliation, cash count and secure cash drops completed during the day.
2. Sales reporting includes tracking daily revenue, tax collection, and product performance.
3. Expense tracking for petty cash operational costs.
4. Day-to-day procedures for handling cash will be clearly defined with Standard Operating Procedures for cash handling, including standard practice to ensure employees are never leaving cash out in the open.
5. The facility design will ensure to make it very obvious that the facility is being heavily monitored.
6. The amount of cash in a drawer at any one time will be limited.
7. Trusted employees will be assigned to handle the movement of cash from POS stations to the secured location in the back of the house vault.
8. Lockable money bags will be utilized when moving cash within the dispensary.
9. Our POS and inventory management system will provide control over employee permissions.
10. All cash temporarily stored on-site will be in a time-triggered safe. Safes that take 15-20 minutes to open can dissuade offenders from attempting to rob the store.

We will offer alternative payment methods to reduce cash.

1. We will offer non-cash payment options to reduce cash transactions.
2. We will offer point banking. This widely-used technology eliminates the need for shoppers to carry cash, reducing the risk of theft or loss. Point-of-banking terminals can provide instant transaction receipts through email or SMS notifications.
3. A facility ATM will be on the premises. As cash is a primary way of paying, customers have an expectation that one will be available for use.

Banking Compliance.

1. Banking compliance for cannabis dispensaries is complex due to the conflict between state and federal laws. Under federal law, cannabis remains illegal, making it risky for banks to serve cannabis-related businesses.
2. Banks must file suspicious activity reports (SARs) when providing financial services to cannabis-related businesses, as the proceeds of cannabis transactions are considered illegal under federal law.
3. To comply with these regulations, banks must verify the cannabis licenses and state business licenses of dispensaries.
4. Banks also need to monitor and report certain information about cannabis businesses, including their cash flow and accounting records.
5. Banks must ensure that cannabis companies are licensed entities in good standing and comply with both state and federal laws.

Banking Relationships:

Today a number of Credit Unions are providing cannabis: Key Point Credit Union, one of our prior commercial real estate lenders, launched a cannabis banking pilot program in February 2020. They offer cannabis banking services to help businesses in the legal cannabis industry and provide compliance support for compliance with banking regulations. Key Point Credit Union partners with Shield Compliance to manage risks and provide electronic payment solutions, enhancing their services for the cannabis industry.

Dama Financial, recently purchased by Leafly, offers access to a secure banking solution and provides armored courier service, vendor payments and electronic payments to tax authorities. Their cash management solutions lower risk and provide payment flexibility with ACH, wire, or check.

Cost Control Strategies

Cost management is of utmost importance in the cannabis industry. Vertical integration reduces costs by eliminating most outsourcing and inefficiencies, resulting from third-party involvement. Most importantly, it improves inventory management by ordering and receiving inventory as needed, rather than keeping large quantities of stock on hand. This minimizes carrying costs and reduces the risk of product expiration, which

is important given the limited shelf-life of cannabis products. Another key advantage is the ability to produce higher quality products, produce proprietary brand development, and control the majority of finished products, product storage, packaging and distribution.

Our vertically integrated business between the Willows retail dispensary and the Sacramento microbusiness provides cost control advantages, as does ownership of the properties in which they are located. Vertical integration will provide a significant margin advantage over our competitors as we can oversee different areas of the supply chain including cultivation, packaging, distribution, and retail. This reduces the need for 3rd party expenses for outside services and reduces overall operational costs.

6. Human Resources & Training

Staff recruitment, onboarding, and training practices

As with my original dental offices, staff recruitment, onboarding, and training practices are similar and must comply with California labor law requirements. Labor protections apply to all workers in the cannabis industry and all employers must comply with minimum wage, overtime laws, maintain a valid workers' compensation insurance and provide safe working conditions for employees.

Staff recruitment

There are many online platforms for staff recruitment. These include: Indeed, ZipRecruiter, Staff MMJ, Cannbizteam., SimplyHired, etc. However, we understand limited commute times are important to reduce stress and increase performance in any job. As such, primarily we will solicit staff from the local area and/or assist with relocation costs as necessary.

Onboarding. California rules for staff hire at a dispensary include:

1. Age: The applicant must be at least 21 years old.
2. Identification. The applicant must have a valid form of identification to prove age.
3. Background Check. Applicants must pass a background check
4. Driver License or Real ID. Applicants must have a CDL or Real ID.
5. Education. Applicants should typically have a high school diploma or GED.
6. Training. Ideally candidates should have some retail and cash handling experience, and customer service experience.

Staff Training and Management

Staff training is a vital part of any business and essential for any working in a retail dispensary.

Training empowers staff and encourages them to research broad cannabis topics.

There are key components to an effective cannabis training program and these include:

1. Compliance Training. Staff members must understand state cannabis laws.

2. Product knowledge. With a myriad of cannabis products, strains and methods of use, staff must be trained and have an understanding of the product in our retail facility.
3. Customer Service training for customer engagement is essential for any business, especially in a retail setting. Staff will undergo customer service training and sensitive training to ensure all customers are welcome and treated with the golden rule.
4. Safety Protocols in staff training are paramount to protecting staff and customers.
5. SOP training. Standard Operating Procedures are part of our staff training onboarding.
6. Risk Management and Legal Responsibilities make up another part of standard staff training and are critical to the success and safety of all customers and other staff members.
7. Effective Communication. Training in communication with customers and staff ensures directions, duties, and responsibilities can be accomplished. We will maintain an open-door policy for staff to discuss concerns. We will also have staff suggestion meetings to find ways to improve our services, reduce conflicts and improve resolution.
8. CPR/ADE and first aid will be offered to staff annually.
8. Regular General Training sessions will be scheduled monthly with specific topics to improve our overall service and discuss new ideas and trends to improve the retail business.
9. Continuous learning is part of the human condition, attending local trade shows and events will be part of our overall staff training strategy.

Staff Management

Dispensary software plays an important part in staff management and tools are built into the software to simplify and track staff management.

1. Tracking hours. POS have time clocks which calculate hours over a specific period helps simplify payroll
2. Track employee's sales,
3. Setting software permissions. Setting staff restrictions and permissions on a control point-of-sale and limit accessibility and help to prevent mistakes. Establishing permissions rather than allowing full access can avoid costly incidents.
4. POS systems have the capability to monitor transactions and will give managers clear indicators on the efficiency of employees.

Team leadership and conflict resolution skills

Effective team leadership and conflict resolution skills are crucial in any business. A cannabis dispensary requires teamwork, compliance, and customer service. Our experience comes from multiple business start-ups where strong leadership fosters a positive work environment, ensures compliance, and helps drive sales.

We have developed key leadership qualities through the years of decisions that shape the goal and growth of a business. Most importantly demonstrating professionalism, compliance, and excellent customer service were most important in growing our businesses. We incorporated daily morning huddles to identify daily goals, assign tasks and focus on important projects and monthly staff meetings to identify ways to improve

and make our work day more efficient. . We also understood the importance of rewarding staff through bonuses based on productivity which motivated and created team harmony. Staff was motivated to learn all job positions which created more flexibility.

Encouraging staff and customer feedback and suggestions helped to grow our businesses and many improvements were a direct result of team members' suggestions. Continuing education including first aid, CPR, and conventions for staff development was an integral part of our business and helped to foster staff cohesiveness. Our business also maintained an open-door policy which was helpful in identifying potential issues which could be resolved early.

Today's businesses are more media driven than ever and customer's online reviews can provide feedback on ways to correct and improve policies ultimately helping to grow the business.

Conflict Resolution in Dispensary

Conflicts may arise between staff, with management, or even with customers. Handling them professionally ensures smooth operations. One of the most common issues is employee disputes which can range from clashing personalities, uneven workload distribution and scheduling conflicts. Most employee conflicts were resolved with a private discussion and clear strategy to resolve issues.

Customer Complaints are the second area of conflict resolution. These may be related to wait times, product concerns and general misunderstandings. As customers are vital to our business, de-escalating customer concerns in a timely manner is of utmost importance. Customer complaints are fairly limited and as such, can be resolved by sales policies which are part of the business policy manual. Resolution and reinforcement of business policies through staff meetings and written documentation helps to prevent future customer conflicts.

We are confident that our managerial team, which has significant experience in conjunction with ownership, will ensure our business operates efficiently, stays compliant, and delivers excellent customer service.

7. Security & Risk Management

Experience with dispensary security protocols

Our experience with security protocol is specific to our microbusiness. Bay Alarm was the company that provided compliance with city and state regulations. The goal of state regulations is the prevention of theft or robbery. Principally our goal is to maintain a safe environment for both staff and customers and ensure our business is protected. As part of our security protocol mandatory ID scanning upon entrance with a valid government-issued ID required for age verification. Our managers have extensive experience with all aspects of dispensary security protocols. These security protocols are described in our security plan and are part of our standard operating practice.

8. Customer Experience & Community Engagement

Approaches to creating an inclusive and educational retail environment

Our business will be an inclusive and educational dispensary environment that involves thoughtful design and strategies to foster customer engagement. Working with diverse populations is a common business practice especially in California. Our goal is to promote responsible cannabis use to all customers.

Our approach in prior retail businesses included ensuring accessibility with design elements that meet ADA requirements. The physical space design will be wheelchair-accessible with wide aisles, ADA counters, and clear signage. Our staff will be trained on cultural competency, inclusivity, and disability awareness. Customer approach is centered in active listening, and avoiding assumptions about customer experience levels. Wellness is a component in our retail plan and will include resources for medical patients, seniors, and those new to cannabis. To meet clients' expectations, we plan to maintain a large and diverse product menu with education on the varied consumption methods.

We understand the importance of community engagement and outreach and plan on hosting workshops with a focus on wellness, chronic pain applications, insomnia, mood improvement and safe consumption.

Today, digital access is standard for information and business search. We will have an accessible website with screen reader compatibility and simple navigation. Websites today include virtual tours which can help first-time visitors familiarize themselves with the space and product menu prior to their physical visit.

As in all of our prior businesses, there is zero-tolerance for discrimination and these policies as part of our business model to ensure there is no bias based on race, gender, age, or ability. A feedback system for customers to allow them to share experiences and suggest improvements will be part of our retail business.

Our business will also have price transparency to explain sales taxes upfront and avoid "hidden fees" which can affect our credibility. In addition, we will offer discount programs to veterans, seniors, and medical patients.

We will implement these strategies to create a space where all customers—whether recreational or medical patients, seniors, or first-time visitors feel respected, informed during their visit.

Community outreach and involvement in local cannabis events or advocacy

Our primary goal, as a downtown business, will be to build relationships with other businesses, provide direct marketing referrals, and promote and improve downtown business success and adjunctive revenue.

Community outreach helps to improve public education, trust and acceptance. We plan to be involved in community outreach to build confidence that we are a Bonafide business, educate the public, and promote

responsible cannabis use. This process will include providing free seminars on cannabis laws, safe consumption, and advances and research in medical use. Community outreach also centers around support for community events and collaboration with social and physical wellness businesses and creativity and crafting businesses in the community.

9. Key Achievements

Examples of dispensaries you've help grow or optimize

See Ana Garcia (General Manager) extensive experience in the growth and optimization of businesses in the cannabis industry. See David Spradin/Haylee Parker (Managers) for their extensive experience growing and optimizing cannabis retail facilities.

10. Legal & Compliance Documentation

Copies of relevant licenses or certificates

Current micro business license with annual expiration of 4/26/2026. (Copy included)

Proof of compliance training or security clearance

Live scan applications for Willows will be required.

Prior live scan applications and Federal Background Check were completed for approval of the Sacramento project. (Copies included)

11. Proposal for Future Work

How your experience will benefit the new project or partnership

Strategies or ideas tailored to the specific dispensary or business

Our strategies take into account factors like location, target audience, regulations, competition, and product differentiation. As a local community-focused dispensary in a tight-knit community our strategies include:

1. Partnering with nearby businesses for cross-promotions.
2. Hosting educational workshops
3. Include loyalty programs and promote ambassador programs for referral bases
4. Optimize Google My Business and utilize internet marketing such as Weedmaps and Leafly.

As a medical and recreational dispensary our strategies include:

Offer free consultations for patient education

1. Provide discounts for Medical Patients, Veterans, Seniors, and chronic illness patients.
2. Provide product selection including high-CBD, low-THC products.
3. Providing Limited-Time Strains
4. Promoting seasonal or exclusive products

Future Plans

If approved for a retail cannabis business license by the City of Willows, and as the business grows, it is our intention to incorporate a delivery business with an online delivery platform.

We understand that delivery of cannabis products will be permitted in conjunction with a physical cannabis retail location. An operational plan with security protocols and services compliance with city and state law will be prepared in conjunction with the future delivery business.

We understand the conditional use permit application for a cannabis retail business shall include a statement as to whether the use will include delivery of cannabis products to customers located outside the cannabis retail facility and will describe the operational plan, security protocols and compliance with City of Willows ordinances.

NATIVE1's online ordering platform will allow customers to place orders from our website or mobile app. We will partner with a premier e-commerce delivery company to create the platform's features that allow an online menu and shopping portal that directly connects to our inventory management system. The online ordering platform will display all the products for sale at the business, their prices, and product descriptions. The platform will update live as products are sold and added.

Estimated Sequence of Events

(See attached timeline)

Subject to approval for a commercial cannabis license in Willows, the following is an estimated sequence of events to begin operations.

1. Planning Commission Conditional Use Permit meeting June 24, 2025;
2. City Council Final Review meeting June 24, 2025.
3. Premise Renovation: Submission of full set of building plans.
4. Premises construction/renovation (including air filtration system).
5. Application for a storefront retailer Type 10 license from the California State Department of Cannabis Control for adult recreational and medical operations.
6. Complete premises remodel construction work.
7. Set-up internet, phone and communication systems.
8. Equipment and technology purchase for installation of security and compliance systems (i.e., age verification, security cameras, etc.).
9. Integrate inventory management software and full Track and Trace.
10. Implement customer service protocol and handbook.
11. Prepare online, print, and media tools.
12. Use online and network recruitment tools and resources to hire staff and assign responsibilities.
13. Launch sales and marketing campaign.
14. Estimated launch date: February 2026.

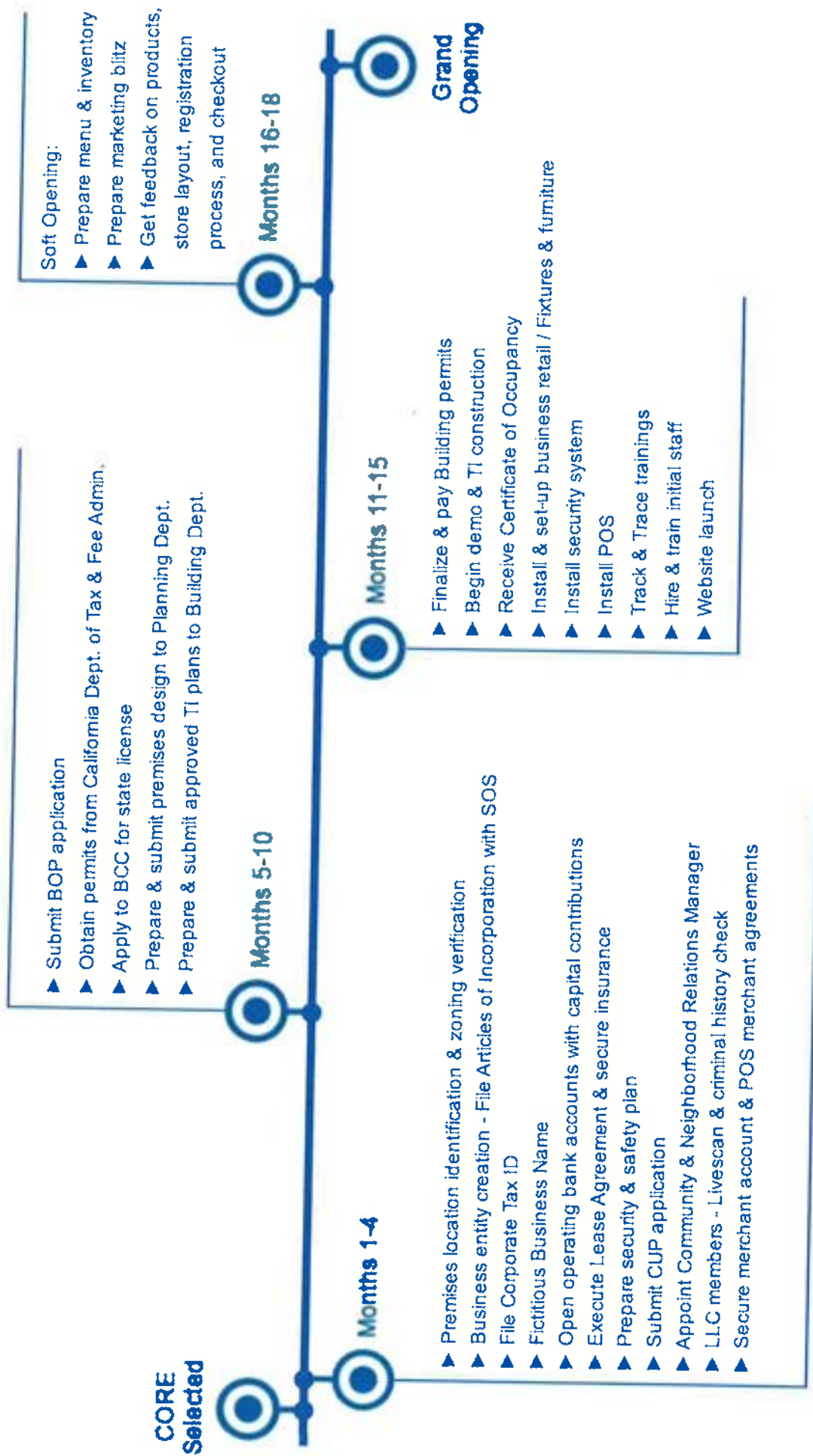
Prior to commencing business operations, and pursuant to a cannabis retail/dispensary business license issued by the City of Willows, NATIVEI will hold a Certificate of Authorization issued by the City of Willows in addition to a conditional use permit issued by the City of Willows Planning commission, and a State insured type 10 Retail/Dispensary Cannabis Sales License.

2025 Cannabis industry challenges:

1. Six years after legal sales started, overall sales have been falling for the past two years. The number of legal cannabis growers and brands has decreased by more than 70% since legalization first went into effect. Currently California surrendered licenses now outnumber active licenses according to the Department of Cannabis Control.
2. California is set to increase its cannabis excise tax from 15% to 19% starting on July 1, 2025, as part of a budget compromise made in 2022. This increase is expected to further burden the struggling cannabis industry. Nearly 15% of cannabis businesses are already defaulting on their sales and use tax obligations, totaling \$189.3 million in default. Assemblymember Matt Haney, D-San Francisco, has introduced Assembly Bill 564 to repeal the requirement for the California Department of Tax and Fee Administration (CDTFA) to adjust the cannabis excise tax rate. The bill aims to prevent the increase from happening, which could help stabilize the industry facing financial difficulties.
3. There is potential for rescheduling in 2025-2026, but there is still an uncertain timeline. Rescheduling cannabis under the U.S. Controlled Substances Act would dramatically reshape the industry's finances. Currently Cannabis businesses pay about double the federal tax rate of traditional companies because of IRS Code Section 280E, which prevents them from deducting normal business expenses.
4. Lack of accountability between vendor payment practices causes significant problems for retail business. A vertically integrated company has the benefit to insure they will not be in a position for payment default for their products as they are produced by the same company. More commonly, products are purchased on a net term and unpaid invoices are not uncommon. A new cannabis credit score company brings a platform for companies to exchange feedback on vendor relationships. They help bring transparency and accountability to payment practices which is crucial in the cannabis industry. Cannabis Credit Scores addresses this issue by providing a platform to view and share first-hand experiences with clients with the goal of shedding light on retail to vendor payment practices and overall business conduct.

CORE DISPENSARY TIMELINE

from selection to grand opening*



* Exact timeframes may vary depending on third-party turn-arounds

Professional Portfolio: Ana Garcia

1. Executive Summary

Ana Garcia is a seasoned leader in the cannabis industry, bringing over 15 years of operational, regulatory, and financial expertise to dispensary businesses across California.

As a founder and executive for several successful retail cannabis ventures, Ana has consistently demonstrated the ability to navigate complex regulatory environments, optimize operations, and drive profitability.

Her leadership combines compliance excellence, team development, customer-centric strategies, and financial acumen making her an invaluable asset to any cannabis organization or partnership.

Core Strengths & Key Qualifications

15+ years in cannabis operations, compliance, and leadership

Expertise in METRC, audits, licensing, and state/local regulations

Proven success launching and scaling dispensaries from concept to profitability

Strong financial background as CFO and CEO in high-risk banking environments

Track record of hiring, training, and leading high-performing teams

Deep community involvement and brand-building within local markets

2. Professional Background

Ana has held executive and operational roles in top-tier California dispensaries, including:

Vice President & CFO, Better Health Group (2009–Present)

Oversaw financial operations and compliance for a high-volume dispensary in Vallejo, managing budgets, audits, banking compliance, and business strategy.

Managing Member, Rockaway Enterprises (2021–Present)

Founded and led all operational and compliance efforts, helping the dispensary reach \$2.5M in annual revenue in a competitive market.

Chief Executive Officer, Lake Street Organic (2023–Present)

Directed daily operations, regulatory management, and strategic planning for one of Lake County's top dispensaries.

Chief Executive Officer, Fuego Crescent City (2023–Present)

Launched and licensed the dispensary, driving consistent growth and community alignment in Crescent City.

Chief Executive Officer, Fuego Lucerne Cannabis Dispensary (2025–Present)

Organized the opening of a brand-new store opening date May 15 2025

3. Regulatory Compliance Experience

Ana is well-versed in California cannabis law and compliance:

Expert in BCC/DCC regulations

Proven success in maintaining full licensure and regulatory standing across multiple jurisdictions.

METRC Proficiency

Oversaw compliance for hundreds of SKUs using the METRC track-and-trace system.

Audit & Inspection Readiness

Successfully completed local/state audits with zero violations through proactive protocols and compliance training.

Licensing Experience

Personally secured retail cannabis licenses in cities across California, navigating zoning, community meetings, and planning commission approvals.

4. Operational Expertise

Ana has built and scaled operational frameworks that support compliant, efficient, and customer-focused dispensaries:

Daily management of staff, schedules, inventory, compliance logs

Expert in Flowhub, Meadow, and similar POS and inventory systems

Streamlined SOPs for intake, sales, cash management, and reporting

Vendor management and product selection aligned with market trends

5. Sales & Marketing Experience

Ana's sales and marketing background supports dispensary growth and retention:

Customer Acquisition & Loyalty

Implemented loyalty programs, referral campaigns, and patient education to improve retention

Compliant Marketing

Created marketing plans within California cannabis advertising rules—balancing visibility with regulatory requirements

Performance Tracking

Analyzed KPIs, basket size, and conversion data to enhance product mix and staff performance

6. Financial Management

Ana has directly managed the financial health of multiple dispensaries:

Annual budgeting, forecasting, and revenue modeling

Cash management and armored transport coordination

Financial reporting for investors and regulatory bodies

Deep understanding of cannabis banking restrictions and workarounds

7. Human Resources & Training

Ana has built and led high-functioning dispensary teams:

Recruited, hired, and trained dozens of cannabis retail employees

Created compliant onboarding programs covering METRC, POS, and security

Led workplace culture initiatives and staff retention efforts

Hands-on experience resolving internal conflicts and HR compliance issues

8. Security & Risk Management

With extensive front-line experience, Ana prioritizes risk mitigation:

Developed site security protocols (24/7 surveillance, ID checks, panic buttons)

Managed relationships with third-party security and armored transport firms

Implemented crisis protocols (e.g., power outage, theft, protest response)

Conducted regular compliance training and emergency preparedness drills

9. Customer Experience & Community Engagement

Ana believes in cannabis retail as a community service:

Built inclusive, informative dispensary spaces that welcome all demographics

Ensured staff were trained in terpene and cannabinoid education

Led participation in local cannabis events, job fairs, and nonprofit outreach

Fostered community trust through transparency, hiring, and education

10. Key Achievements

\$2.5M Revenue: Helped Rockaway Enterprises reach \$2.5M in annual sales in under 2 years

License Wins: Successfully secured and renewed multiple retail licenses across California

Growth Leadership: Led Lake Street Organic and Fuego Crescent City to record-breaking quarterly growth and customer satisfaction ratings

Clean Audit Record: Maintained 100% clean audits across all dispensary locations

11. Legal & Compliance Documentation

Licenses Held

C10-0000256-LIC (Better Health Group)

C10-0000814-LIC (Rockaway Enterprises)

C10-0001401-LIC (Lake Street Organic)

C10-0001395-LIC (Fuego Crescent City)

C10-0001558-LIC (Fuego Lucerne Cannabis Dispensary)

Certifications & Education

Certified EKG Technician, CSU East Bay (2018)

B.S., Business Administration, Colorado Technical University (2022)

12. Proposal for Future Work

Ana's proven experience can bring measurable value to any new venture in the cannabis space.

Her strategic vision, combined with hands-on operational knowledge, positions her as a powerful partner in:

License acquisition and community outreach

Staff development and operational infrastructure

Revenue optimization through data-driven retail strategy

Brand elevation via customer education and community connection

She is ready to help future partners build scalable, compliant, and community-first cannabis businesses that thrive in California's evolving market.



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Better Health Group, Inc.

License Information



Active

Lic. No. **C10-0000256-LIC (Annual)**

Commercial - Retailer

Adult-Use and Medicinal

Effective on **2019-06-20**

Expires on **2025-06-19**

Business Information



Legally named **Better Health Group, Inc.**

Registered as Corporation

Ana Garcia, Justine Barajas, Morgan Hannigan, Nathan Cowherd

Managementbhg@gmail.Com

707-643-3767



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Department of Cannabis Control
licensing@cannabis.ca.gov, www.cannabis.ca.gov

Cannabis Retailer License Adult-Use and Medicinal

Business Name:
BETTER HEALTH GROUP, INC.

License Number: C10-0000256-LIC
License Type: Retailer
(Storefront)

The license authorizes BETTER HEALTH GROUP, INC. to engage in commercial cannabis Retail (Storefront) at the premises address listed above until the expiration date of this license. This license issued is pursuant to Division 10 of the California Business and Professional Code and is not transferable to any other person or premises location. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation if the licensee is determined to be in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

Premises Address:
3611 SONOMA BLVD
VALLEJO, CA 94590-2947

APN:
0051-010-330
VALLEJO

Valid: 6/20/2019
Expires: 6/19/2025

Scan to verify this
license.



Non-Transferable

Post in Public View

Scan to verify this license.



Valid:
6/20/2019

Expires:
6/19/2025

License No:
C10-0000256-LIC

Legal Business Name:
BETTER HEALTH GROUP, INC.

Premises Address:
3611 SONOMA BLVD
VALLEJO, CA 94590-2947

APN:
0051-010-330
VALLEJO

1. Use your smartphone camera to scan the QR code for licensing information.
2. If your camera doesn't have scanning functionality, you can look up a location at **CApotcheck.com** using license number C10-0000256-LIC.



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Rockaway Enterprises, LLC

License Information



Active

Lic. No. **C10-0000814-LIC (Annual)**

Commercial - Retailer

Adult-Use and Medicinal

Effective on **2021-05-24**

Expires on **2025-05-24**

Business Information



Rockaway Enterprises, LLC

Legally named **Rockaway Enterprises, LLC**

Registered as Limited Liability Company

Juan Garcia Flores, Thomas Rodriguez

Licensing.Vhhc420@gmail.Com

415-272-8970



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Department of Cannabis Control
licensing@cannabis.ca.gov, www.cannabis.ca.gov

Cannabis Retailer License Adult-Use and Medicinal

Business Name:
ROCKAWAY ENTERPRISES, LLC

Rockaway Enterprises, LLC

License Number: C10-0000814-LIC
License Type: Retailer
(Storefront)

Premises Address:
450 Old County RD
Pacifica, CA 94044

Valid: 5/24/2021
Expires: 5/24/2025

The license authorizes ROCKAWAY ENTERPRISES, LLC to engage in commercial cannabis Retail (Storefront) at the premises address listed above until the expiration date of this license. This license issued is pursuant to Division 10 of the California Business and Professional Code and is not transferable to any other person or premises location. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation if the licensee is determined to be in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

Scan to verify this
license.



Non-Transferable

Post in Public View

Scan to verify this license.



Valid:
5/24/2021

Expires:
5/24/2025

License No:
C10-0000814-LIC

Legal Business Name:
ROCKAWAY ENTERPRISES, LLC
Rockaway Enterprises, LLC

Premises Address:
450 Old County RD
Pacifica, CA 94044

1. Use your smartphone camera to scan the QR code for licensing information.
2. If your camera doesn't have scanning functionality, you can look up a location at **CAPotcheck.com** using license number C10-0000814-LIC.



Department of
Cannabis Control
CALIFORNIA



**Department of
Cannabis Control**
CALIFORNIA

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Lake Street Organics

License Information



Active

Lic. No. **C10-0001401-LIC** (Annual)

Commercial - Retailer

Adult-Use and Medicinal

Effective on **2023-10-16**

Expires on **2025-10-15**

Business Information



Lake Street Organics

Legally named **Link Rock Falls Corporation**

Registered as Corporation

Ana Garcia, Jaypee Sereghy, Terri Larsen

03espinoza@gmail.Com

707-694-3706



Department of
Cannabis Control
CALIFORNIA

Department of Cannabis Control
licensing@cannabis.ca.gov, www.cannabis.ca.gov

Cannabis Retailer License Adult-Use and Medicinal

Business Name:
LINK ROCK FALLS CORPORATION

Lake Street Organics

License Number: C10-0001401-LIC
License Type: Retailer
(Storefront)

Premises Address:
8466 LAKE ST
LOWER LAKE, CA 95457

Valid: 10/16/2023
Expires: 10/15/2025

The license authorizes LINK ROCK FALLS CORPORATION to engage in commercial cannabis Retail (Storefront) at the premises address listed above until the expiration date of this license. This license issued is pursuant to Division 10 of the California Business and Professional Code and is not transferable to any other person or premises location. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation if the licensee is determined to be in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

Scan to verify this
license.



Non-Transferable

Post In Public View

Scan to verify this license.

**Valid:**

10/16/2023

Expires:

10/15/2025

License No:

C10-0001401-LIC

Legal Business Name:

LINK ROCK FALLS CORPORATION
Lake Street Organics

Premises Address:

8466 LAKE ST
LOWER LAKE, CA 95457

1. Use your smartphone camera to scan the QR code for licensing information.
2. If your camera doesn't have scanning functionality, you can look up a location at **CAPotcheck.com** using license number C10-0001401-LIC.



Department of
Cannabis Control
CALIFORNIA



**Department of
Cannabis Control**
CALIFORNIA

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Fuego

License Information



Active

Lic. No. **C10-0001395-LIC (Annual)**

Commercial - Retailer

Adult-Use and Medicinal

Effective on **2023-10-11**

Expires on **2025-10-10**

Business Information



Fuego

Legally named **El Alto Inc**

Registered as Corporation

Ana Garcia, Anthony Blanco, Edward Blakeley, Juan Garcia-Flores, Richard Sereghy

Wearefuego1@gmail.Com

707-342-5378



Department of
Cannabis Control
CALIFORNIA

Department of Cannabis Control
licensing@cannabis.ca.gov, www.cannabis.ca.gov

Cannabis Retailer License Adult-Use and Medicinal

Business Name:
EL ALTO INC

Fuego

License Number: C10-0001395-LIC
License Type: Retailer
(Storefront)

Premises Address:
245 H ST
CRESCENT CITY, CA
95531-4322

Valid: 10/11/2023
Expires: 10/10/2025

The license authorizes EL ALTO INC to engage in commercial cannabis Retail (Storefront) at the premises address listed above until the expiration date of this license. This license issued is pursuant to Division 10 of the California Business and Professions Code and is not transferable to any other person or premises location. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation if the licensee is determined to be in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

Scan to verify this
license.



Non-Transferable

Post in Public View

Scan to verify this license.

**Valid:**

10/11/2023

Expires:

10/10/2025

License No:

C10-0001395-LIC

Legal Business Name:EL ALTO INC
Fuego**Premises Address:**245 H ST
CRESCENT CITY, CA 95531-4322

1. Use your smartphone camera to scan the QR code for licensing information.
2. If your camera doesn't have scanning functionality, you can look up a location at **CAPotcheck.com** using license number C10-0001395-LIC.



Department of
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Fuego Lucerne Cannabis Dispensary

License Information



Active

Lic. No. **C10-0001558-LIC (Annual)**

Commercial - Retailer

Adult-Use and Medicinal

Effective on **2025-03-18**

Expires on **2026-03-19**

Business Information



Fuego Lucerne Cannabis Dispensary

Legally named **Lexington Meadows Creek Corp.**

Registered as Corporation

Ana Garcia, Anthony Anthony Blanco

Bicgroup1@gmail.Com

707-501-8259



Department of
Cannabis Control
CALIFORNIA

Department of Cannabis Control
licensing@cannabis.ca.gov, www.cannabis.ca.gov

Cannabis Retailer License Adult-Use and Medicinal

Business Name:
LEXINGTON MEADOWS CREEK CORP.

Fuego Lucerne Cannabis Dispensary

License Number: C10-0001558-LIC
License Type: Retailer
(Storefront)

Premises Address:
6272 E HIGHWAY 20
LUCERNE, CA 95458

Valid: 3/18/2025
Expires: 3/19/2026

The license authorizes LEXINGTON MEADOWS CREEK CORP. to engage in commercial cannabis Retail (Storefront) at the premises address listed above until the expiration date of this license. This license issued is pursuant to Division 10 of the California Business and Professional Code and is not transferable to any other person or premises location. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation if the licensee is determined to be in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

Scan to verify this
license.



Non-Transferable

Post in Public View

Scan to verify this license.

**Valid:**

3/18/2025

Expires:

3/19/2026

License No:

C10-0001558-LIC

Legal Business Name:

LEXINGTON MEADOWS CREEK CORP.
Fuego Lucerne Cannabis Dispensary

Premises Address:

6272 E HIGHWAY 20
LUCERNE, CA 95458

1. Use your smartphone camera to scan the QR code for licensing information.
2. If your camera doesn't have scanning functionality, you can look up a location at **CAPotcheck.com** using license number C10-0001558-LIC.



Department of
Cannabis Control
CALIFORNIA

David Spradlin

David Spradlin oversees operations with a hands-on, systems-based approach shaped by over 15 years of cannabis industry leadership—from budtender to CEO.

Having successfully launched Magnolia Wellness in Oakland and Sacramento and built 13 Perfect Union locations across California, David has developed and scaled operational frameworks that balance regulatory compliance, staff development, and customer experience.

His leadership ensures SOP-driven consistency across cultivation, retail, and processing sites nationwide, with a firm commitment to sustainability and community engagement.

He ensures compliance through a deep understanding of cannabis regulations at both state and local levels, integrating this knowledge into training, audits, and day-to-day workflows.

David is also highly experienced in inventory control, implementing track-and-trace protocols and inventory management systems that support transparency and reduce waste.

His belief in empowering frontline staff is evident in his support for unionization and promotion from within, fostering a culture of accountability and long-term retention.

Currently, he's leading the development of a State Authorized Apprenticeship Program to professionalize cannabis workforce training, further reflecting his comprehensive and future-focused operational leadership.

Haylee Parker

With over a decade of experience in the cannabis industry, Haylee Parker manages day-to-day operations focusing on structure, efficiency, and team empowerment.

She ensures smooth retail execution through streamlined workflows, strong inventory oversight, and clear compliance protocols. Her operational style blends strategic planning with hands-on leadership, allowing her to maintain high performance standards while adapting quickly to challenges in a fast-paced environment.

Haylee's foundation in Learning & Development, including leading L&D efforts for Perfect Union, has shaped her people-first approach to operations.

She builds strong teams through thoughtful onboarding, ongoing training, and mentorship programs prioritizing product knowledge, customer care, and professional growth.

By investing in employee development, she ensures service excellence at every level while cultivating a culture of accountability, motivation, and long-term retention.

Tab 11

Tab 12

City Authorization: Consent to Entry and Inspection

I, the undersigned owner of NATVIEI, hereby grant full authorization and consent to the City of Willows, and its designated representatives, to enter the business premises as follows:

Right of Entry.

I authorize representatives of the City of Willows to enter the premises of the licensed business at any time, with or without prior notice, and with or without reasonable cause.

Purpose of Entry.

Such entry may be made for the purpose of:

Inspecting the premises;

Monitoring business operations;

Confirming compliance with applicable laws, regulations, and licensing conditions.

Acknowledgment.

I acknowledge and accept that this authorization is a condition of operating a licensed business within the City of Willows and that refusal to permit entry may result in enforcement actions, including suspension or revocation of the business license.

By signing below, I affirm my understanding and agreement to the terms set forth above, and I consent to the City's rights of access as described.

Affirmed and signed by:

Name: Homar Crespo

Title: Member LLC

Signature: 

Date: 4/25/2025

City Authorization: Consent to Entry and Inspection

I, the undersigned owner of NATVIEI, hereby grant full authorization and consent to the City of Willows, and its designated representatives, to enter the business premises as follows:

Right of Entry.

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By signing below, I affirm my understanding and agreement to the terms set forth above, and I consent to the City's rights of access as described.

Affirmed and signed by:

Name: Margaret Sharkey

Title: Member LLC

Signature: _____

Date: 4/25/2025

City Authorization: Consent to Entry and Inspection

I, the undersigned manager of NATVIEI, hereby grant full authorization and consent to the City of Willows, and its designated representatives, to enter the business premises as follows:

Right of Entry.

I authorize representatives of the City of Willows to enter the premises of the licensed business at any time, with or without prior notice, and with or without reasonable cause.

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Confirming compliance with applicable laws, regulations, and licensing conditions.

Acknowledgment.

I acknowledge and accept that this authorization is a condition of operating a licensed business within the City of Willows and that refusal to permit entry may result in enforcement actions, including suspension or revocation of the business license.

By signing below, I affirm my understanding and agreement to the terms set forth above, and I consent to the City's rights of access as described.

Affirmed and signed by:

Name: Ana Garcia

Title: Manager

Signature: 

Date: 4/25/2025

City Authorization: Consent to Entry and Inspection

I, the undersigned manager of NATVIEI, hereby grant full authorization and consent to the City of Willows, and its designated representatives, to enter the business premises as follows:

Right of Entry.

I authorize representatives of the City of Willows to enter the premises of the licensed business at any time, with or without prior notice, and with or without reasonable cause.

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By signing below, I affirm my understanding and agreement to the terms set forth above, and I consent to the City's rights of access as described.

Affirmed and signed by:

Name: David Spradlin

Title: Manager

Signature: _____



Date: 4/25/2025

City Authorization: Consent to Entry and Inspection

I, the undersigned manager of NATVIEI, hereby grant full authorization and consent to the City of Willows, and its designated representatives, to enter the business premises as follows:

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Acknowledgment.

I acknowledge and accept that this authorization is a condition of operating a licensed business within the City of Willows and that refusal to permit entry may result in enforcement actions, including suspension or revocation of the business license.

By signing below, I affirm my understanding and agreement to the terms set forth above, and I consent to the City's rights of access as described.

Affirmed and signed by:

Name: Haylee Marie Parker

Title: Manager

Signature: *Haylee Parker* 2025-04-23

Tab 13

Reporting and Audit Affirmation

I, the undersigned owner of NATIVEI, hereby certify under penalty of perjury the following commitments to the City of Willows:

Accurate Reporting.

I affirm that all sales by the business shall be accurately and faithfully reported to the City of Willows in accordance with applicable laws and regulations.

Timely Financial Disclosures.

I agree to provide, in a timely manner, any additional financial information reasonably requested by the City of Willows.

Tax and Fee Compliance

I affirm that all taxes, fees, and other required payments will be properly calculated and fully paid when due.

Consent to Audit

I hereby consent to the audit of the business's books and financial records by the City of Willows at any time deemed necessary by the City, provided that such audits shall not occur more frequently than once every 180 days, unless otherwise permitted or required by law.

By signing this affirmation, we acknowledge and accept these obligations and understand that failure to comply may result in penalties, including fines, suspension, or revocation of permits, in accordance with applicable laws and regulations.

Affirmed and signed by:

Name: Homar Crespo

Title: Member LLC - Business Owner

Signature: 

Date: 04/25/2025

Reporting and Audit Affirmation

I, the undersigned owner of NATIVEI, hereby certify under penalty of perjury the following commitments to the City of Willows:

Accurate Reporting.

I affirm that all sales by the business shall be accurately and faithfully reported to the City of Willows in accordance with applicable laws and regulations.

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By signing this affirmation, we acknowledge and accept these obligations and understand that failure to comply may result in penalties, including fines, suspension, or revocation of permits, in accordance with applicable laws and regulations.

Affirmed and signed by:

Name: Margaret Sharkey

Title: Member LLC - Business Owner

Signature: _____

Date: 04/25/2025

Reporting and Audit Affirmation

I, the undersigned manager of NATIVEI, LLC, hereby certify under penalty of perjury the following commitments to the City of Willows:

Accurate Reporting.

I affirm that all sales by the business shall be accurately and faithfully reported to the City of Willows in accordance with applicable laws and regulations.

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By signing this affirmation, we acknowledge and accept these obligations and understand that failure to comply may result in penalties, including fines, suspension, or revocation of permits, in accordance with applicable laws and regulations.

Affirmed and signed by:

Name: Ana Garcia

Title: Manager

Signature: 

Date: 04/25/2025

Reporting and Audit Affirmation

I, the undersigned manager of NATIVEI, hereby certify under penalty of perjury the following commitments to the City of Willows:

Accurate Reporting.

I affirm that all sales by the business shall be accurately and faithfully reported to the City of Willows in accordance with applicable laws and regulations.

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By signing this affirmation, we acknowledge and accept these obligations and understand that failure to comply may result in penalties, including fines, suspension, or revocation of permits, in accordance with applicable laws and regulations.

Affirmed and signed by:

Name: David Spradlin

Title: Manager

Signature: _____

Date: 04/25/2025

Reporting and Audit Affirmation

I, the undersigned manager of NATIVEI, LLC, hereby certify under penalty of perjury the following commitments to the City of Willows:

Accurate Reporting.

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By signing this affirmation, we acknowledge and accept these obligations and understand that failure to comply may result in penalties, including fines, suspension, or revocation of permits, in accordance with applicable laws and regulations. Affirmed and signed by:

Name: Haylee Marie Parker

Title: Manager

Signature:

Haylee Parker

2025-04-23

Tab 14

Applicant's Certification

I, the undersigned owner of NATIVEI, hereby certify under penalty of perjury the following:

Personal Knowledge

I affirm that I have personal knowledge of the information contained in the Phase One and Phase Two applications submitted to the City of Willows. I am fully aware of the contents and details provided therein.

Truthfulness and Accuracy

I affirm that all information included in the Phase One and Phase Two applications is true, accurate, and complete to the best of my knowledge. No material facts have been omitted, and all statements made are correct and verifiable.

Application Oversight

I further affirm that these applications are completed under my direct supervision. I accept full responsibility for their accuracy and completeness, and confirm that all necessary documents and supporting information have been thoroughly reviewed and properly submitted.

By signing below, I acknowledge that any false statements or omissions may result in penalties, including denial or revocation of the application, in accordance with all applicable laws and regulations.

Affirmed and signed by:

Name: Margaret Sharkey

Title: Member LLC – Business Owner

Signature: M Sharkey

Date: 04/25/2025

Applicant's Certification

I, the undersigned owner of NATIVEI, hereby certify under penalty of perjury the following:

Personal Knowledge

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Truthfulness and Accuracy

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Affirmed and signed by:

Name: Homar Crespo

Title: Member LLC – Business Owner

Signature: _____

Date: 04/25/2025

Applicant's Certification

I, the undersigned manager of NATIVEI, hereby certify under penalty of perjury the following:

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By signing below, I acknowledge that any false statements or omissions may result in penalties, including denial or revocation of the application, in accordance with all applicable laws and regulations.

Affirmed and signed by:

Name: Ana Garcia

Title: Manager

Signature: 

Date: 04/25/2025

Applicant's Certification

I, the undersigned manager of NATIVEI, hereby certify under penalty of perjury the following:

Personal Knowledge

I affirm that I have personal knowledge of the information contained in the Phase One and Phase Two applications submitted to the City of Willows. I am fully aware of the contents and details provided therein.

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By signing below, I acknowledge that any false statements or omissions may result in penalties, including denial or revocation of the application, in accordance with all applicable laws and regulations.

Affirmed and signed by:

Name: David Spradlin

Title: Manager

Signature:  _____

Date: 04/25/2025

Applicant's Certification

I, the undersigned manager of NATIVEI, hereby certify under penalty of perjury the following:

Personal Knowledge

I affirm that I have personal knowledge of the information contained in the Phase One and Phase Two applications submitted to the City of Willows. I am fully aware of the contents and details provided therein.

Truthfulness and Accuracy

I affirm that all information included in the Phase One and Phase Two applications is true, accurate, and complete to the best of my knowledge. No material facts have been omitted, and all statements made are correct and verifiable.

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By signing below, I acknowledge that any false statements or omissions may result in penalties, including denial or revocation of the application, in accordance with all applicable laws and regulations.

Affirmed and signed by:

Name: Haylee Marie Parker

Title: Manager

Signature: *Haylee Parker* 2025-04-23

Tab 15

2025 Cannabis industry challenges:

1. Six years after legal sales started, overall sales have been falling for the past two years. The number of legal cannabis growers and brands has decreased by more than 70% since legalization first went into effect. Currently California surrendered licenses now outnumber active licenses according to the Department of Cannabis Control.
2. California is set to increase its cannabis excise tax from 15% to 19% starting on July 1, 2025, as part of a budget compromise made in 2022. This increase is expected to further burden the struggling cannabis industry. Nearly 15% of cannabis businesses are already defaulting on their sales and use tax obligations, totaling \$189.3 million in default. Assemblymember Matt Haney, D-San Francisco, has introduced Assembly Bill 564 to repeal the requirement for the California Department of Tax and Fee Administration (CDTFA) to adjust the cannabis excise tax rate. The bill aims to prevent the increase from happening, which could help stabilize the industry facing financial difficulties.
3. There is potential for rescheduling in 2025-2026, but there is still an uncertain timeline. Rescheduling cannabis under the U.S. Controlled Substances Act would dramatically reshape the industry's finances. Currently Cannabis businesses pay about double the federal tax rate of traditional companies because of IRS Code Section 280E, which prevents them from deducting normal business expenses.
4. Lack of accountability between vendor payment practices causes significant problems for retail business. A vertically integrated company has the benefit to insure they will not be in a position for payment default for their products as they are produced by the same company. More commonly, products are purchased on a net term and unpaid invoices are not uncommon. A new cannabis credit score company brings a platform for companies to exchange feedback on vendor relationships. They help bring transparency and accountability to payment practices which is crucial in the cannabis industry. Cannabis Credit Scores addresses this issue by providing a platform to view and share first-hand experiences with clients with the goal of shedding light on retail to vendor payment practices and overall business conduct.































SITE PHOTOS



WILLOW WALK MALL

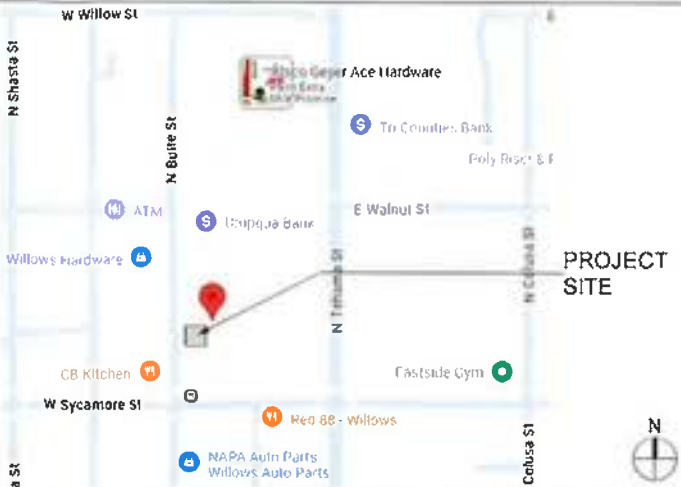
130 N. Butte St. Suite A/B, Willows, CA 95988

SCOPE OF WORK

The proposed project includes tenant improvements of an existing space for a new dispensary. Components of the project include:

- Remodel/enlarge existing restroom to make is fully accessible
- Remodel interior space for the dispensary
- Upgrade existing mechanical, electrical and plumbing as required for new work

VICINITY MAP



ACCESSIBILITY EVALUATION

The existing facility has been evaluated and the following improvements shall be made in order to bring it in compliance with all state and federal disability access laws.

- A new accessible parking stall shall be installed at adjacent city owned parking lot
- Existing walkways shall be modified to create a new accessible path of travel from accessible parking stall
- Existing restroom shall be enlarge to meet all accessibility code requirements

PROJECT DATA

Occupancy: B - Business (office/retail)
Proposed Construction: Type V-B
Fire Sprinkler System:
Zoning/General Plan Regulation
Zoning District: CC - Central Commercial
Seismic Safety
Earthquake Fault Rupture(Alquist-Priolo) Zone: No
Landslide (Seismic Hazards Mapping Act): Not Evaluated
Liquefaction (Seismic Hazards Mapping Act): Not Evaluated
Historic Preservation
Landmarks or Structure of Merit:
Environmental Safety
Creek Buffer: No
Fire Zone:
Flood Zone(100-year or 1%):
Wildlife Urban Interface: No

PROJECT DIRECTORY

Owner:
Homar Tizol
Nalivel, LLC
341 El Camino Real
Vallejo, CA 94590
Tel: 310-498-1925

Project Address:
130 N. Butte St.
Willows, CA 95988
APN: 003-044-005-0

Architect:
Studio G+S, Architects
Sundee Grewal
2223 5th St
Berkeley, CA 94710
Tel: 510-548-7448
sunny@sgsarch.com

APPLICABLE CODES

2022 California Building Code (CBC) Volume 1
2022 California Building Code (CBC) Volume 2
2022 California Energy Code (CEES)
2022 California Green Building Standards Code (CALGreen)
2022 California Electrical Code (CEC)
2022 California Plumbing Code (CPC)
2022 California Mechanical Code (CMC)
2022 California Fire Code (CFC)

This project shall conform to all the above codes and any local and state laws and regulations adopted by the City of Willows, CA.

SHEET INDEX

Architectural:

- A0.0 Scope Of Work, Vicinity Map, Project Data, Sheet Index, Abbreviations, Applicable Codes, Project Directory, Photos
- A0.1 Site Plan
- A0.2 Neighborhood Context Map
- A0.3 Accessibility Notes And Details
- A1.1 Existing Floor Plan
- A2.1 Proposed Floor Plan

ABBREVIATIONS

&	and	fin	foundation	pr	par
@	at	fin	finish	pr	plumbing stack
perpen	perpendicular	fl	floor	pl	pool
#	pound or number	flsh	flashing	pt	pressure-treated
(e)	existing	floc	fluorescent	pid	patched
(n)	new	f o c	face of concrete	r	riser
(r)	renovated	f o f	face of finish	r.a	return air
a f f	above finished floor	f o s	face of studs	ref	reference
acous	acoustical	ft	foot or feet	refr	refrigerator
adj	adjacent/ adjustable	fg	footing	regisr	register
alum	aluminum	fnh	hub	renf	reinforced
approx	approximate	ga	gauge	req	required
auch	architectural	gal	gallon	rm	room
asph	asphalt	g s m	galvanized sheet metal	r o	rough opening
bd	board	gl	glass	rwd	redwood
bdg	building	gnd	ground	r w l	rain water leader
blk	block	gr	grade	s	south
blk	blocking	gyn bd	gypsum board	s c	solid core
b m	beam	h b	hose bib	sched	schedule
bol	bolom	hwd	hardwood	sect	section
b p	building paper	h f	hem fir	sh	shell
b/w	between	hntz	horizontal	shv	showers
cab	cabinet	hgt	height	sim	similar
camn	canal	i d	inside diameter (dia)	s mach	see mechanical drawings
cer	ceramic	insul	insulation	s o	sash opening
cl	center line	int	interior	spec	specification
clg	ceiling	jt	joint	s q	square
clg	ceiling	kt	kitchen	s t d	see structural drawings
c o	closet	lav	lavatory	stl	stainless steel
clo	closet	loc	location	std	standard
ch	chair	lt	light	stl	steel
col	column	lt	light	stor	storage
comp	composition	max	maximum	stuct	structure
conc	concrete	m c	medium cabinet	sym	symmetrical
constr	construction	mech	mechanical	t	trade or tempered
cont	continuous	mmb	mechanical	tb	lower bar
dst	distant	mtr	manufacturer	tel	telephone
d f	donglas fir	mm	millim	tg	tongue & groove
dia	diameter	mtr	metric	t & g	tongue & groove
d m	diameter	mtd	miscellaneous	thk	thick
dir	direction	mtl	metal	t b r	to be removed
dis	disposal	n	north	t o	top of
d w	dishwasher	n	north	t p d	toilet paper dispenser
dr	door	nat	natural	t v	television
d w	drawer	nec	necessary	typ	typical
d w	drawing	neo	neoprene	unf	unfinished
d w	drawing	n i c	not in contract	u o n	unfurnished
d w	drawing	no	number	ver	vertical
e	each	nom	nominal	v g	vertical grain
el	elevation	n s	not to scale	v i f	verify in field
elc	electrical	o a	overall	w	water
elc	electrical	o c	on center	w h	water heater
eq	equipment	o d	outside diameter (dim)	w	width
eq	equipment	opng	opening	w d	wood
eqpt	equipment	opp	opposite	w b	without
ext	exterior	pl	plastic	w o	where occurs
f	frost	p lam	plastic laminate	w p	waterproof
f d c	fire dept connection	plywd	plywood	wt	weight



2223 Fifth St.
Berkeley, CA 94710
Ph: 510.548.7448
Info@sgsarch.com
www.sgsarch.com



WILLOW WALK MALL

130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents:

- Sheet Index
- Applicable Codes
- Vicinity Map
- Project Data
- Scope of Work
- Project Directory
- Photos

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Project No:

25-06-526

Drawn By:

SSG

Checked By:

SSG

Scale:

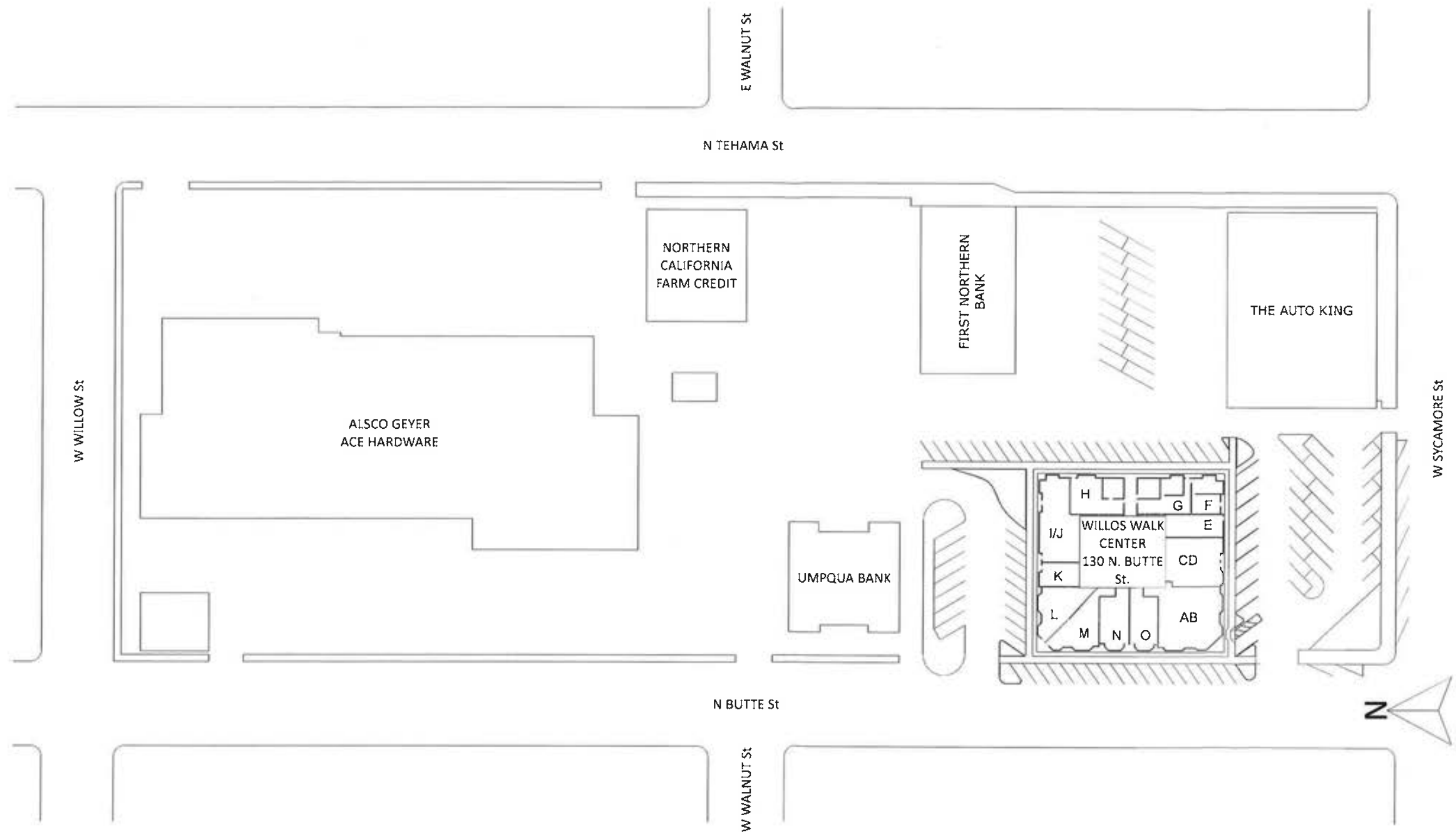
as noted

Revisions:

Planning Set: 4-21-2025

Sheet

A0.0



- Legend:**
- Project Location
 - Adjacent Space

1 Site Plan With Surrounding Area



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Berkeley, CA 94710
Ph: 510.548.7448
Info@sgsarch.com
www.sgsarch.com



WILLOW WALK MALL

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Willows, CA 95988
003-044-005-0

Sheet Contents:
Site Plan With Surrounding Area

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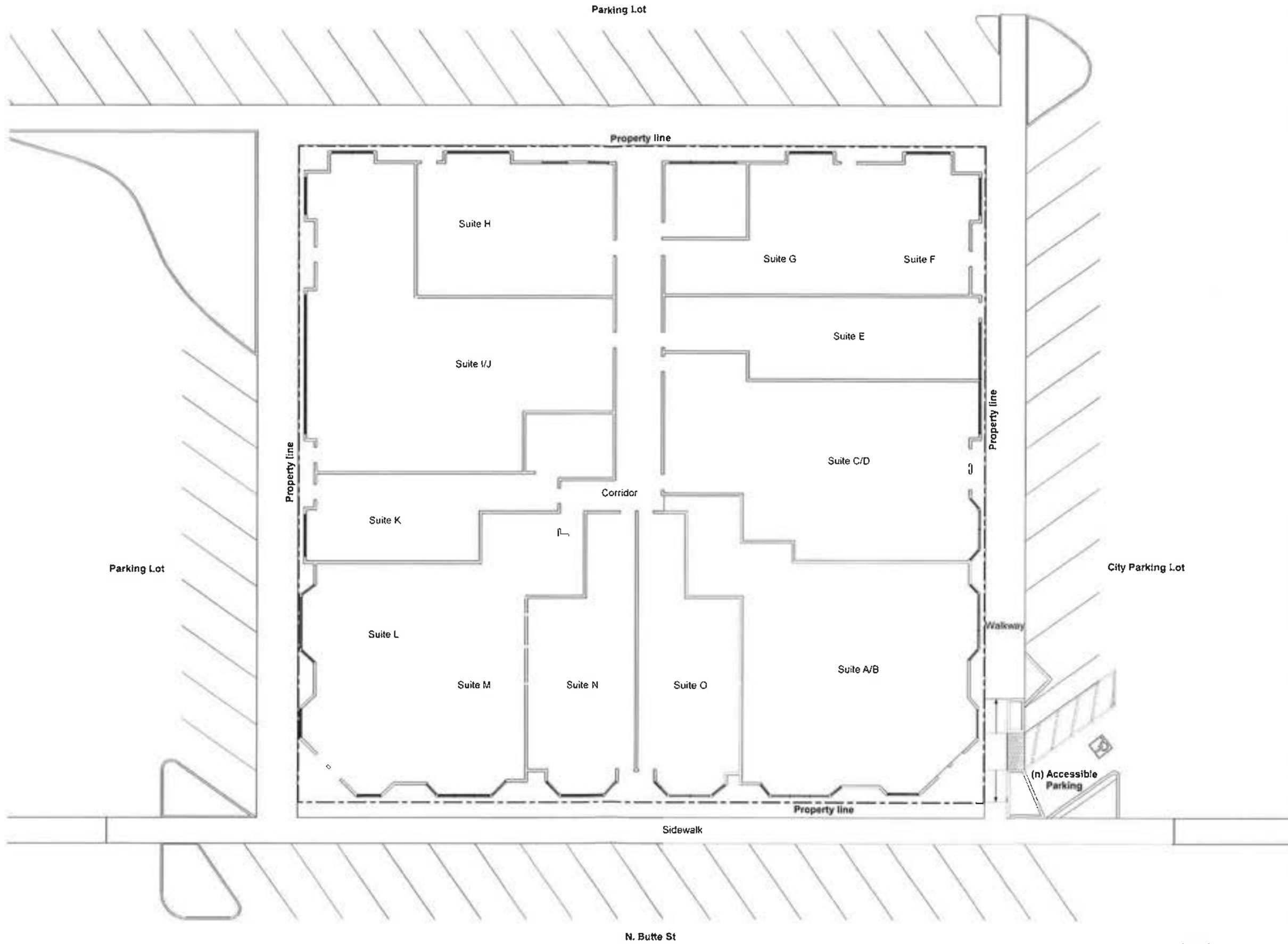
© 2025 by Studio G+S, Inc.
Project No: 25-06-526

Drawn By: SSG

Checked By: SSG

Scale: 1/8" = 1'-0"

Revisions:
Planning Set. 4-21-2025



1 Site Plan



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info@sgsarch.com
www.sgsarch.com



WILLOW WALK MALL

130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents:
Site Plan

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Project No:
25-06-526

Drawn By:
SSG

Checked By:
SSG

Scale:
1/8" = 1'-0"

Revisions:
Planning Set: 4-21-2025

Legend:
Project Location
Adjacent Space



Project Note:
All ADA requirements shall comply with the 2022
California Building Code Chapter 11B



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info@sgsarch.com
www.sgsarch.com



WILLOW WALK MALL

130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents:
Accessibility Notes And
Details

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Project No:
25-06-526

Drawn By:
SSG

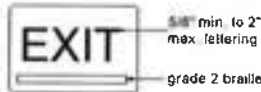
Checked By:
SSG

Scale:
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or as noted

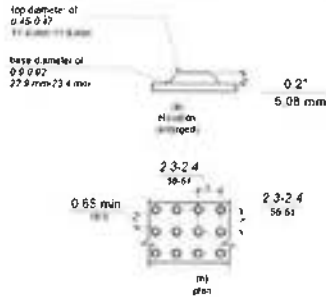
Revisions:
Planning Set: 4-21-2025

Sheet

A0.4



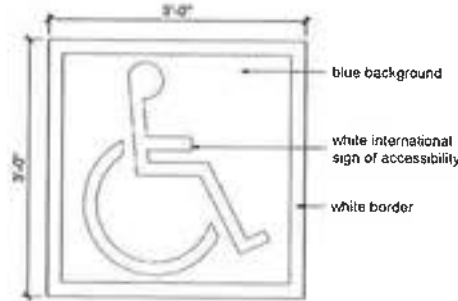
- Notes:
- material of the detectable warning strip to be an integral part of the surface
 - detectable warning surfaces to be yellow and approximate 33538 of SAE AMS-STD- 595A
 - Specify the detectable warning surfaces to be yellow and approximate 33538 of SAE AMS-STD- 595A



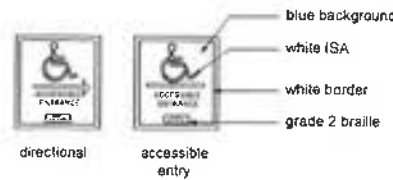
6 Truncated Domes NTS

- Tactile Exit Signs:
- Every exit sign and directional exit sign shall have plainly legible letters not less than 6 inches high with the principal strokes of the letters not less than 3/4 inch wide. The word "EXIT" shall have letters having a width not less than 2 inches wide, except the letter "I," and the minimum spacing between letters shall be not less than 3/8 inch. Signs larger than the minimum established in this section shall have letter widths, strokes and spacing in proportion to their height.
 - The word "EXIT" shall be in high contrast with the background and shall be clearly discernible when the means of exit sign illumination is or is not energized. If a chevron directional indicator is provided as part of the exit sign, the construction shall be such that the direction of the chevron directional indicator cannot be readily changed.
 - Raised Characters shall be raised 1/32" min. and shall be sans serif upper case and accompanied by grade 2 braille. Raised characters shall be 5/8" min. to 2" high. Characters and braille shall be placed in a horizontal format. Braille shall be placed min. of 3/8" & max. of 1/2" directly below the tactile character; flush left or centered.
 - Tactile egress signage to be installed on the wall adjacent to the latch side of the exit doors. Tactile characters on signs shall be located 48" min. aff or ground surface, measured from the baseline of the lowest Braille cells and 60" max. off or ground surface, measured from the baseline of the highest line of raised characters, complying with CBC 2022, 11B-703.3 and 11B-703.4

5 Tactile Exit Signage

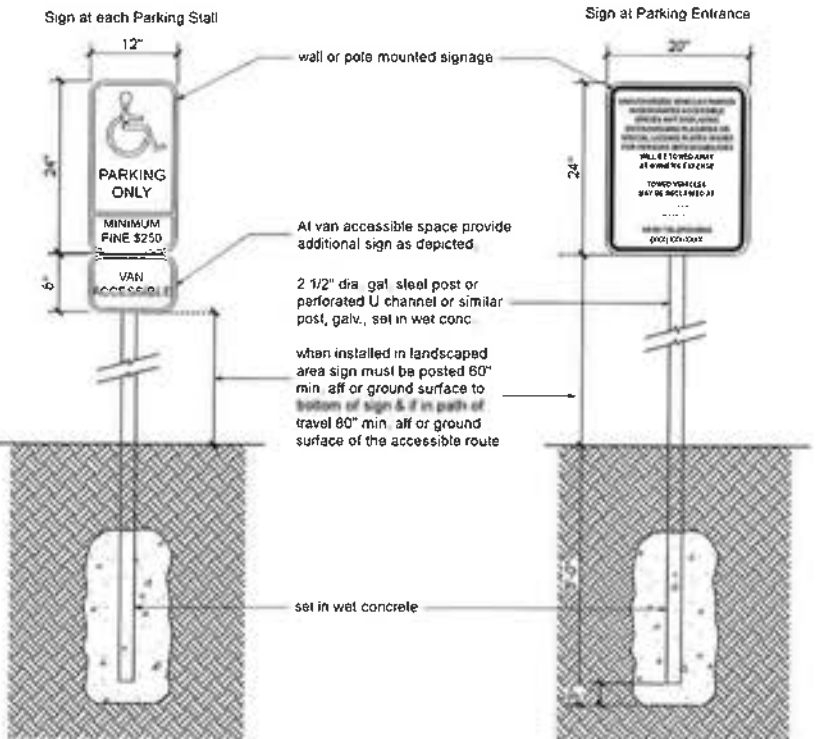


4 Parking Accessibility Marking NTS

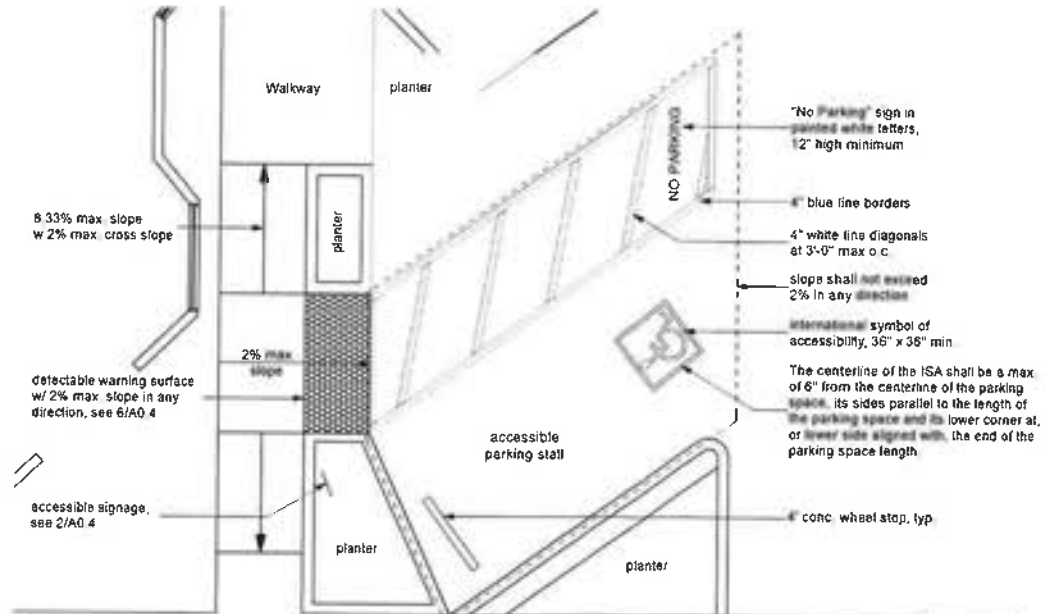


- Entrance/directional signs shall comply with CBC 2022, 11B-703.7.2.1
- Arrow shall point in direction of travel
- Raised characters and grade 2 Braille shall be included per CBC 2022, 11B-703.3

3 Accessibility Signage NTS



2 Parking Space ID Signage NTS



1 Accessible Parking Stall Scale: 1/4" = 1'-0"



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WILLOW WALK MALL

130 N. Butte St. Suite A/B
Willows, CA 95988
003-044-005-0

Sheet Contents:
Proposed Floor Plans

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Project No: 25-06-526

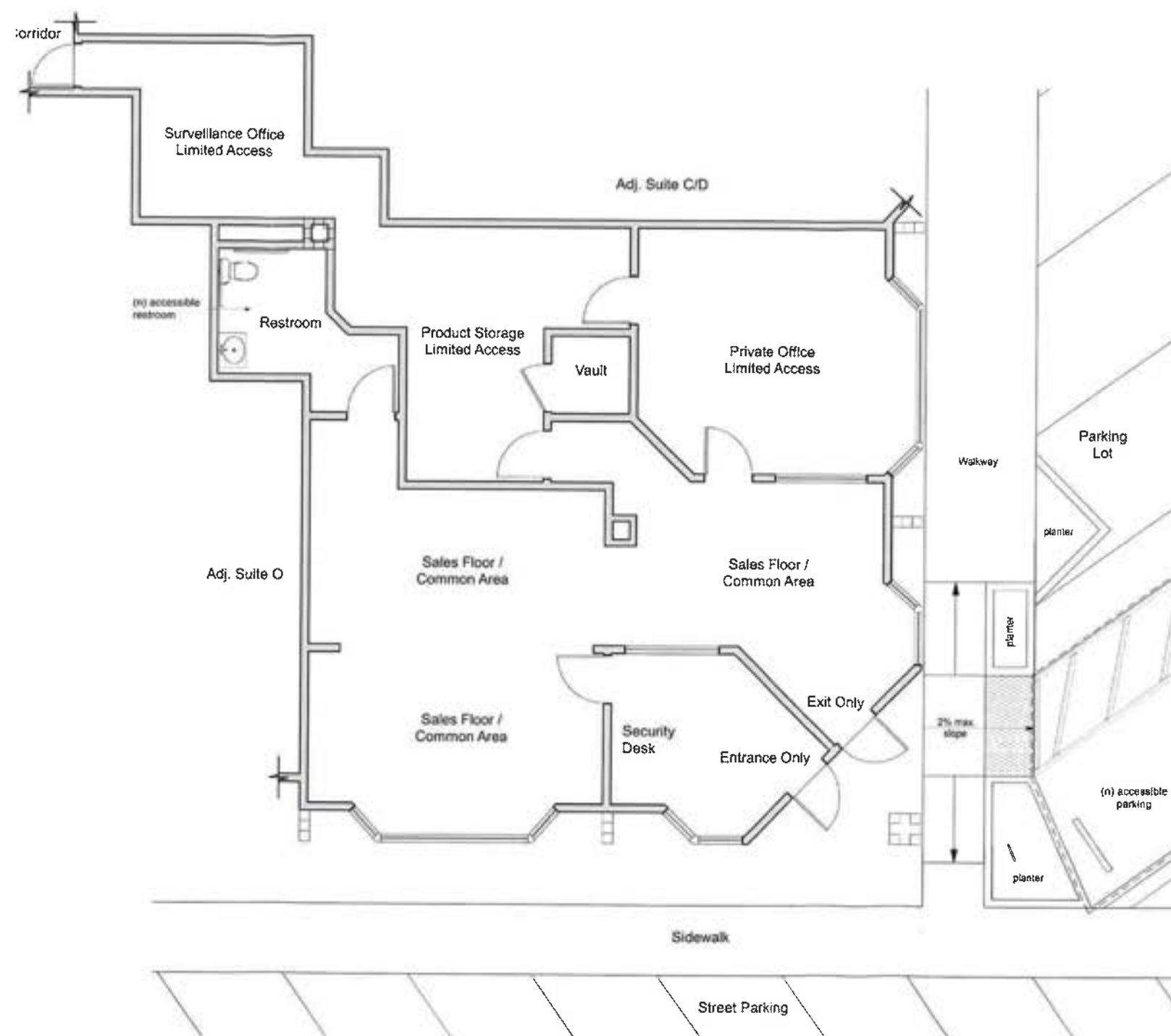
Drawn By: SSG

Checked By: SSG

Scale: 1/4" = 1'-0"

Revisions:
Planning Set: 4-21-2025

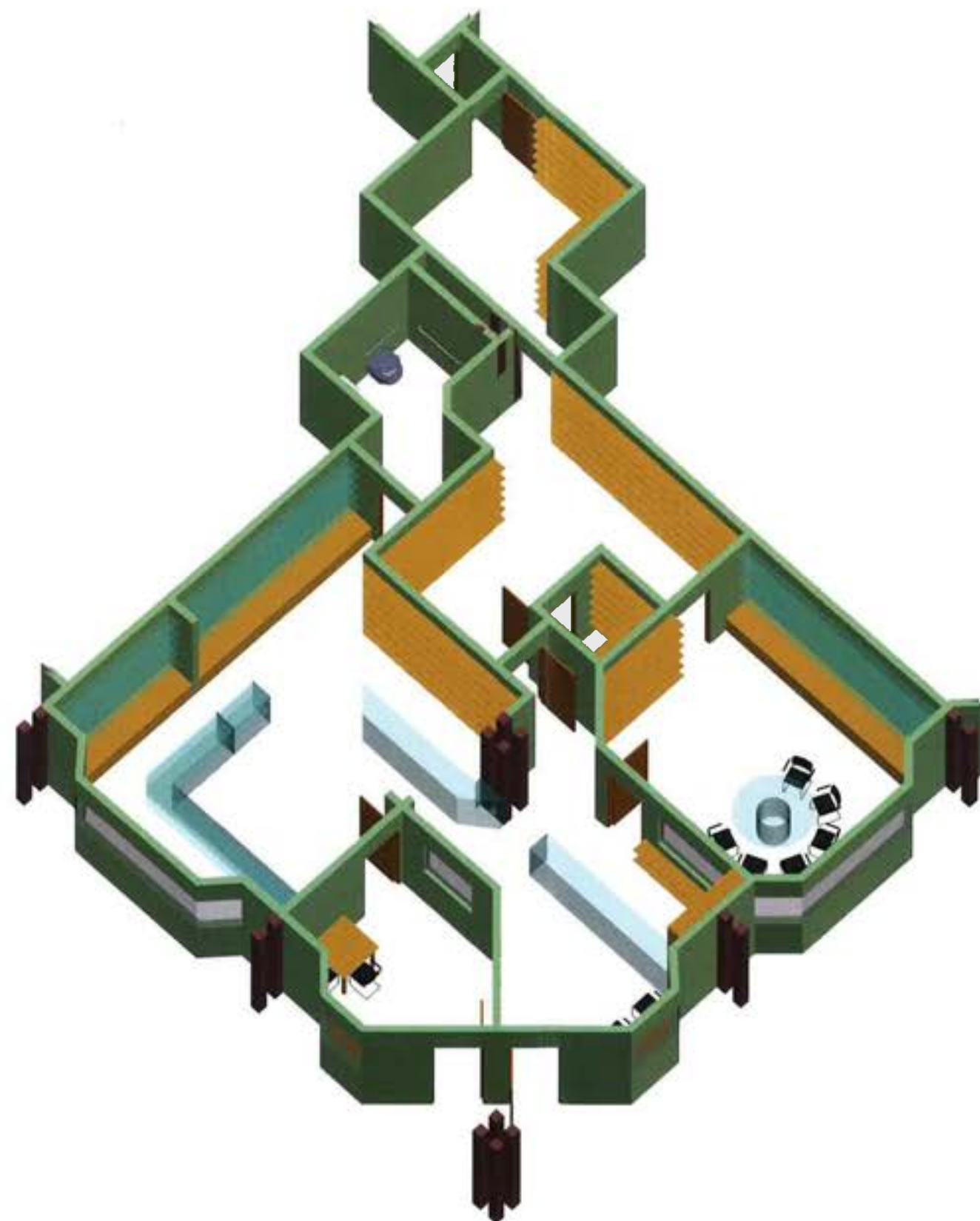
Sheet A2.1



1 Proposed Floor Plan



Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - South-West View



CLIENT
Homar Crespo &
Margaret Sharkey
Vallejo, California

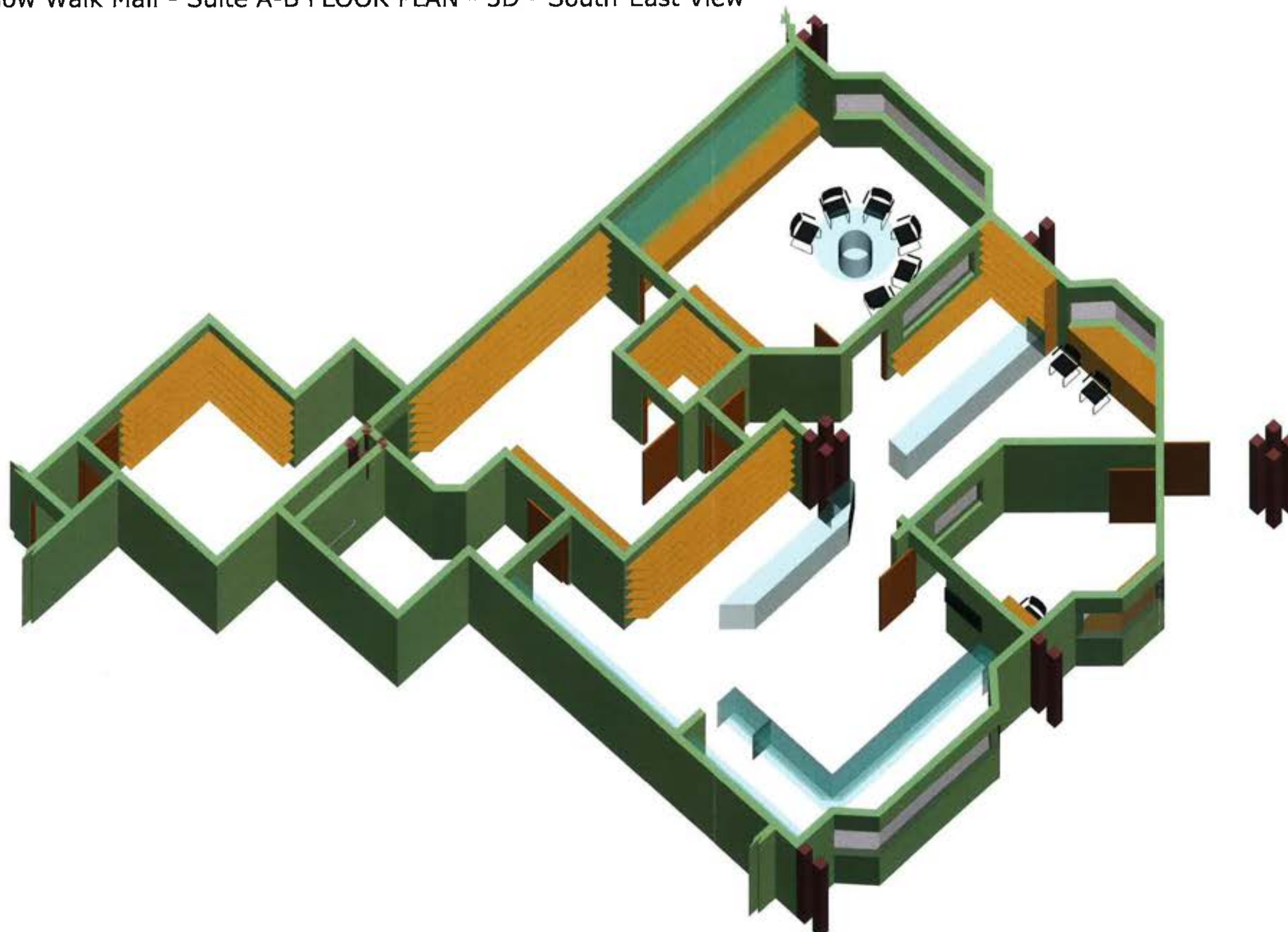
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
N/S

A

FP-3D

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - South-East View



CLIENT
Hornar Crespo &
Margaret Sharkey
Vallejo, California

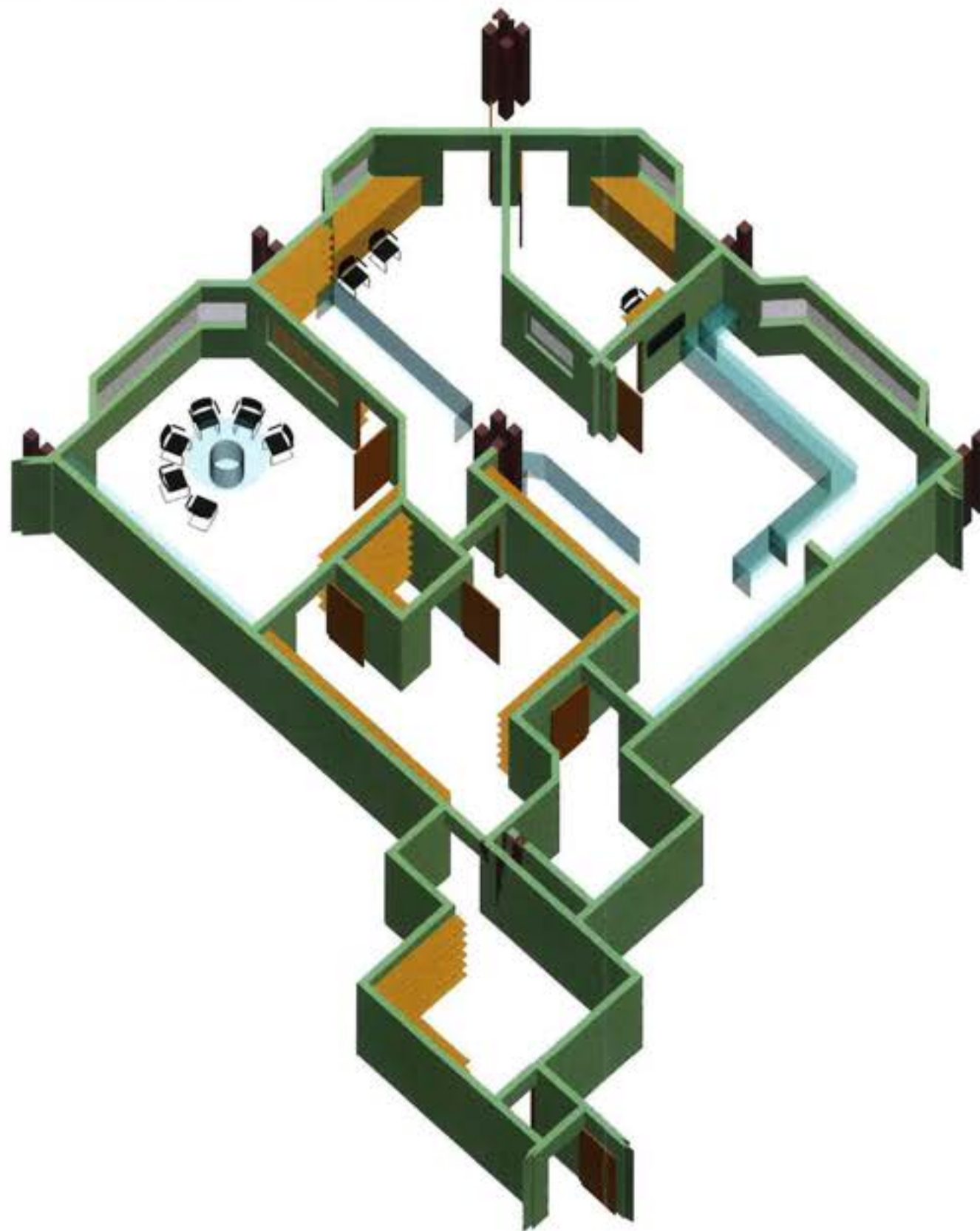
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
N/S

A

FP-3D

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - North-East View



CLIENT
Honor Crespo &
Margaret Sharkey
Vallejo, California

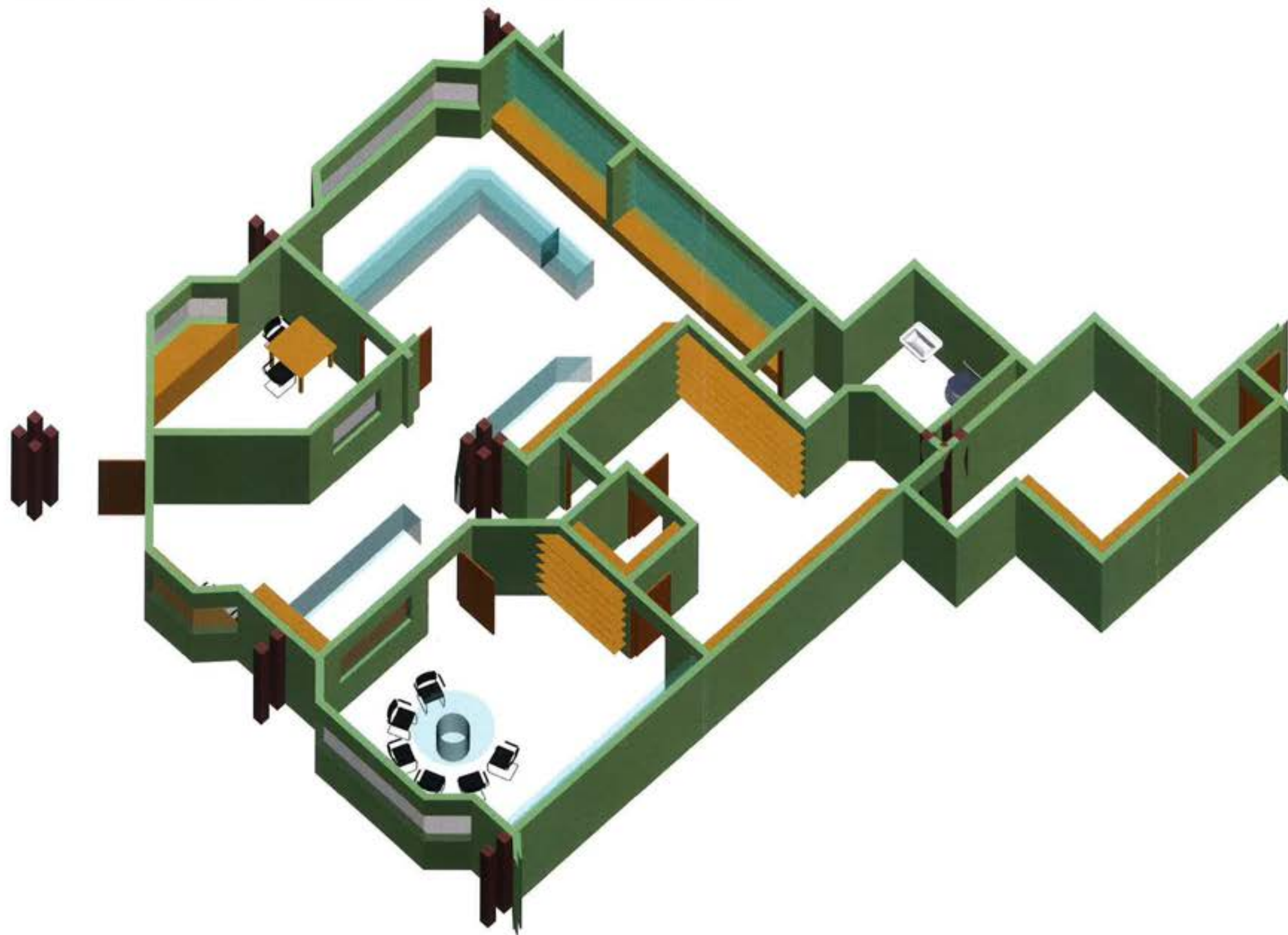
PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
N/S

A

FP-3D

Willow Walk Mall - Suite A-B FLOOR PLAN - 3D - North-West View



CLIENT
Homar Crespo &
Margaret Sharkey
Vallejo, California

PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
N/S

A

FP-3D

Initial Phase 2 Follow-Up Questions

NATIVEI, LLC

Margaret Sharkey

Homar Crespo

Subject: Additional Information Required for Phase 2 of the Cannabis Business License Application

1. Item 1: Security Plan) Identify the delivery and waste pickup locations, it is not shown on the submitted site plan or floor plan. **See Attachment One**

2. Item 2: Floor Plan) Please confirm and indicate the location of the 'waiting area' on the floor plan, as it is currently not depicted. The waiting area is located in the secured entrance area next to the security guard's check-in desk. **See Attachment Two**

3. Item 9: Fiscal) The sales tax is listed at 7.25%, which is incorrect, update the budget with the correct sales tax amount of 8.75%. **See Attachment Three**

Provided

4. Item 10: Experience) Identify who the onsite managers will be and provide a schedule for onsite managers.

The City of Willows and CUP approvals will need to be completed prior to DCC State application submission. The time frame for the Department of Cannabis Control State License approval and issuance takes an average of 12 months. We anticipate this project may take between 16-18 months which will also include submission and approval of construction drawings, final build out approval and issuance of a certificate of occupancy. Hopefully the time frame will be less. The five managers (which includes the owners) will be on a rotating schedule to provide daily coverage for the retail dispensary. The Willows residential property will provide a stay over and break location for all managers. As soon as some of the deadlines are achieved an accurate manager's schedule can be constructed.

5. Item 11: Financial Viability) The sales tax is listed at 7.25%, which is incorrect, update the three-year pro forma with the correct sales tax amount of 8.75%. 5. **See Attachment Four.**

Provided

Item 11: Financial Viability (Cont'd)- b) Provide additional information on whether benefits will be provided to employees and whether they will be part-time or full-time employees.

We anticipate a combination of part-time and full-time employees.

Employee Benefits include:

Flexible hours

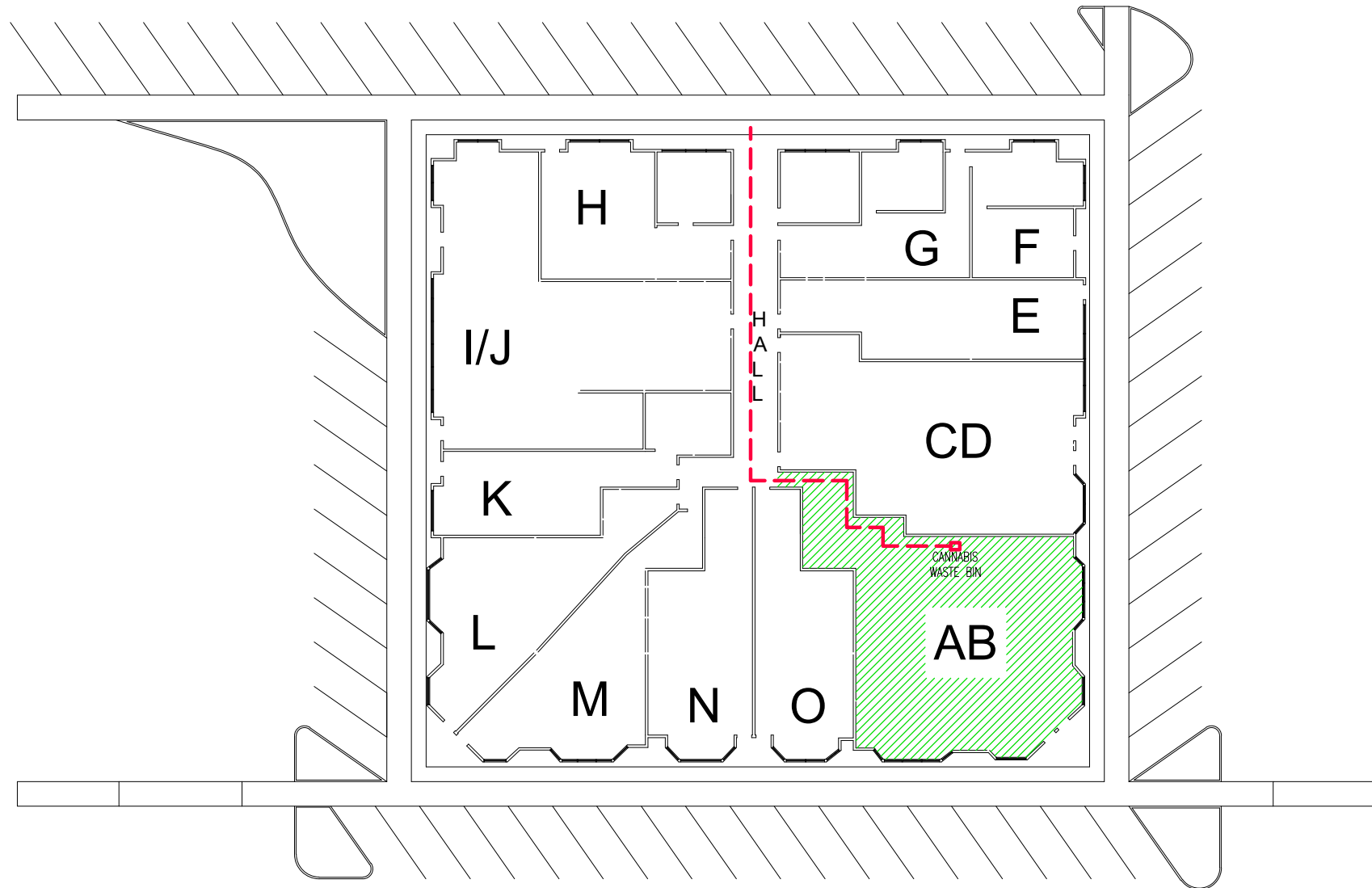
Part-time positions

Employee discount

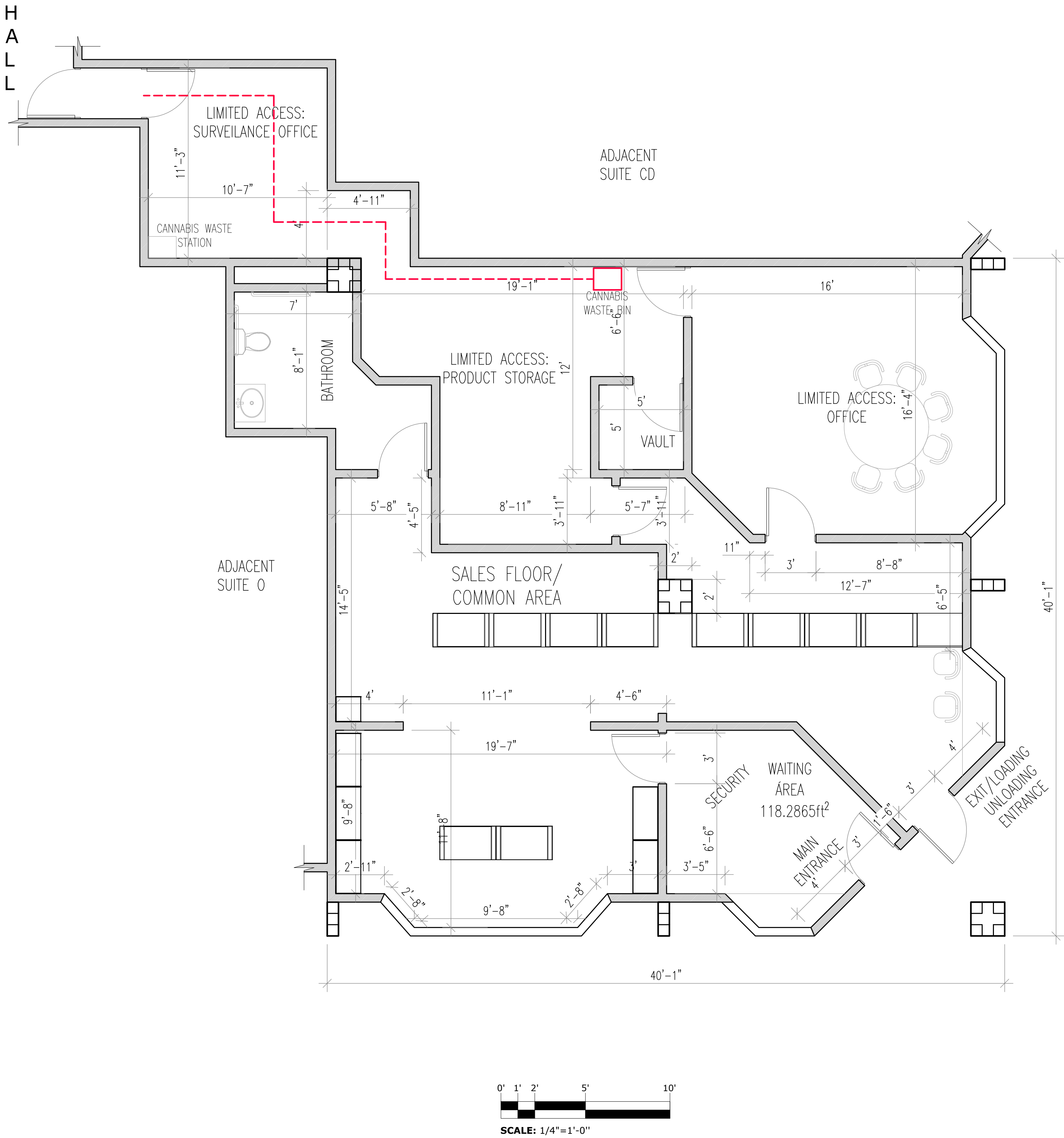
Continuing Education

Paid sick leave 5 days/year (per State of California)

Item 1- Waste Pickup Location

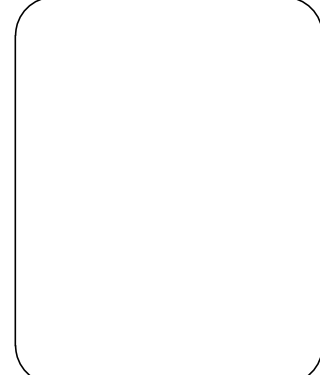
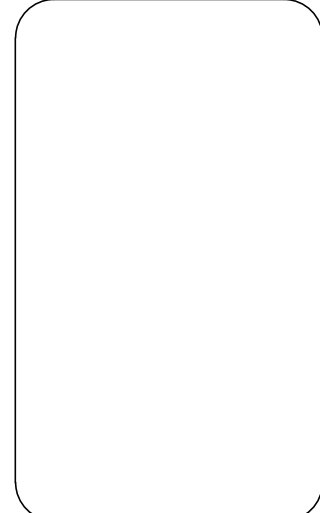
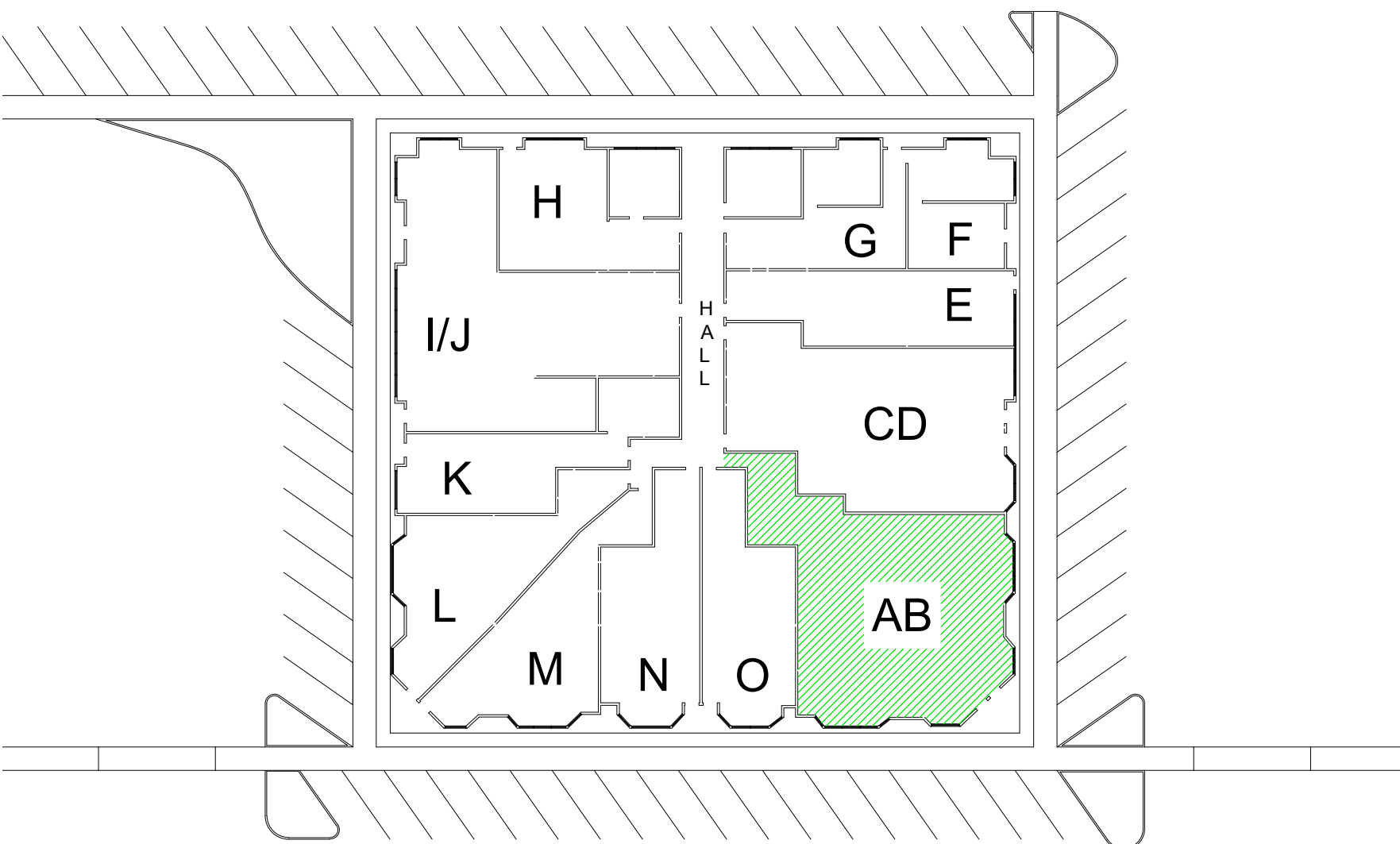


Willow Walk Mall - Suite A-B FLOOR PLAN



130 N BUTTE STREET
SUITE AB
WILLOWS, CA 95822
APN 003-044-005-000
FLOOR AREA = 1803.3446FT²
DATE: APRIL 4, 2025
PROJECT: FLOOR PLAN
SCALE- AS NOTED

SITE PLAN



CLIENT
Homar Crespo &
Margaret Sharkey
Vallejo, California



PROJECT
130 N. BUTTE ST.
SUITE A/B
WILLOWS, CA 95988

SCALE
1/4" = 1'-0"

A

F-01

Additional Phase 2 Follow-Up Email

On Thursday 15 May 2025 at 16:53:55 GMT-7, Joe Bettencourt
<jbettencourt@cityofwillows.org> wrote:

Good afternoon,

We reviewed your Phase 2 Cannabis Business License Application and had a few additional follow up questions:

1. One of the other applicants is across the street from your proposed location, does this affect your budget or 3-year proforma? Is so, please adjust and resubmit.
2. Do you plan on allowing online orders and/or deliveries?

Thanks,

Joe Bettencourt
Community Development & Services Director
City of Willows
Phone: 530-934-7041
www.cityofwillows.org



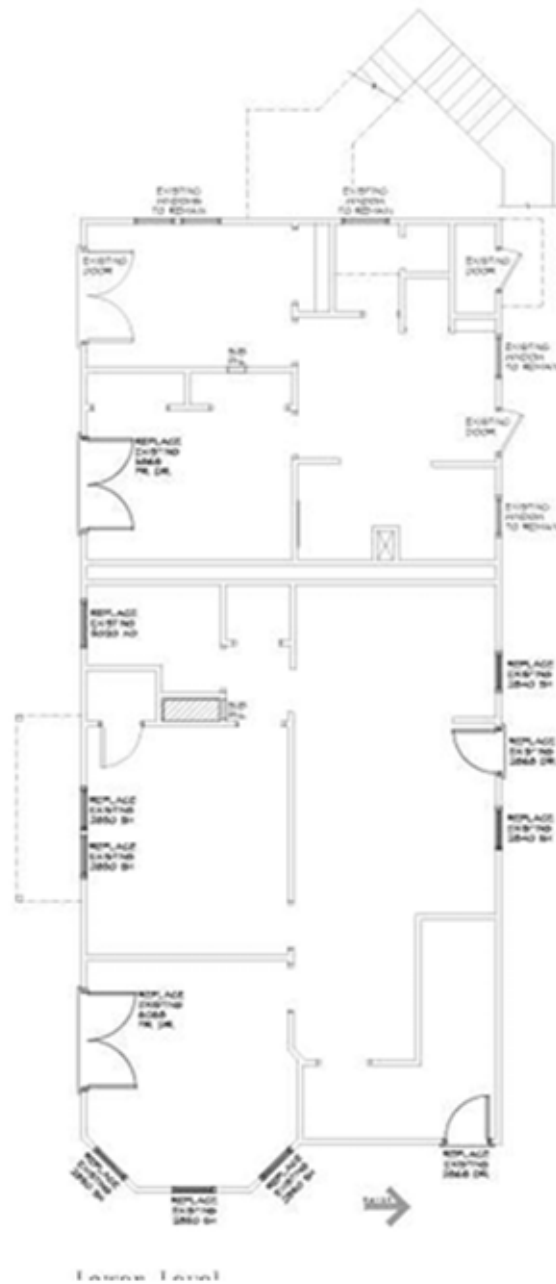
In regard to managers schedules:

Regarding the out of town managers schedule we have 235 North Plumas property which allows three living quarters to operate at a walking distance from the dispensary. This will allow private living quarters for the five managers. (see floor plan below)

The dispensary will be open seven days per week for a total of 30 days. Each manager will work 5.5 days per week for an average 40 hours /week schedule.

130 N. Butte Street, Suite O in the Willow Walk Mall is available to expand business if additional space is required, which will consequently increase the revenue.

Thank you
Margaret Sharkey
Managers living quarters.
Residential layout.



On Friday 16 May 2025 at 08:55:54 GMT-7, goglobal2030@yahoo.com <goglobal2030@yahoo.com> wrote:

Hi Mr. Bettencourt.

1. One of the other applicants is across the street from your proposed location, does this affect your budget or 3-year proforma?

No, this will not affect our budget or 3 year proforma.

2. Do you plan on allowing online orders and/or deliveries? **Yes, this will be part of the business plan.**

Thank you
Margaret Sharkey
707-704-5794

Delivery Information

WWCRS, Inc.
130 N. Butte Street, Suite AB
Willows, CA 94590

Delivery Service as part of the retail store front.

WWCRS, Inc. is submitting information related to future delivery service in conjunction with a permitted retail facility. As a secondary arm of the retail service, WWCRS, Inc. goal will be to evaluate feasibility of a delivery service in the City of Willows base on an evaluation of demand within two years of opening the retail storefront.

1. Operational Plan and Scope of Delivery Services. Retail Storefront Location: WWCRS, Inc. delivery service will be directly associated with and operated from the licensed cannabis retail storefront located within the City of Willows. This location is open to the public during regular business hours and shall be fully compliant with all local and state regulations.

2. Extent of Delivery Services. Service Area: Delivery will be provided to customers within the City of Willows and if permitted to locations outside the city as is allowed under local and state laws.

3. Operating Hours. Deliveries will be made between 9:00 AM and 7:00 PM, as allowed by state law.

4. Order Channels. Orders may be placed through the secure online ordering platform, over the phone, or in person at the retail storefront.

5. Delivery Vehicles.

- A. WWCRS, Inc. will operate unmarked GPS-tracked vehicles exclusively for cannabis delivery.
- B. Each vehicle will meet the requirements outlined in BPC § 26090, CCR Title 4, and WMC 9.020.

6. Security Protocols Vehicle and Staff Requirements. To ensure the safe and compliant operation of the delivery services, the following shall be implemented to comply with security measures:

- A. **Delivery Staff.** All delivery drivers are employees shall be 21 years old, hold a valid CDL and have completed comprehensive training in cannabis delivery, security procedures, and emergency response.
- B. **Live GPS Tracking.** All vehicles shall be equipped with real-time GPS tracking, monitored by the central dispatch system.
- C. **Two-Way Communication.** Each delivery driver maintains active communication with the retail location throughout the delivery route.
- D. **No Cash Storage Overnight.** No cannabis products or cash are left in any delivery vehicle overnight.
- E. **Unmarked Vehicles.** Delivery vehicles will be unmarked and will not advertise cannabis or the business name, as per state regulation.

7. Inventory and Manifest Controls. Inventory Limits: No delivery vehicle will carry more than the maximum value of cannabis goods allowed under state regulations (currently \$10,000 per vehicle, with only \$5,000 worth of product pre-ordered).

- A. **Delivery Inventory Ledger.** Each vehicle carries a detailed delivery inventory ledger and delivery request receipts matching products in transit.

- B. **Seed-to-Sale Tracking.** All deliveries are entered into the California METRC system in real-time, ensuring full traceability from dispatch to customer receipt.

8. Compliance with Willows Municipal Code Section 9.020. WWCRS, Inc affirms the delivery service shall meet all the conditions listed under WMC 9.020(a):

- A. The delivery operation is only conducted in conjunction with the licensed retail storefront located within the City of Willows.
- B. The delivery service shall not operate exclusively and shall be part of the retail store.
- C. This operational plan shall be included in the Conditional Use Permit application, per city requirements.
- D. The detailed plan herein describes how WWCRS, Inc. shall maintain security, comply with local code, and adhere to California State regulations, including BPC § 26090, CCR Title 4, Division 19, and WMC 9.020.

9. Recordkeeping, Reporting, and Monitoring.

- A. All delivery transactions, including delivery routes, order receipts, inventory manifests, and customer verification records, will be maintained for a minimum of seven years.
- B. WWCRS, Inc. will provide access to these records upon request by the City of Willows, law enforcement, or state licensing authorities.
- C. WWCRS, Inc. will comply with all state auditing and inspection protocols, and permit City staff to inspect vehicles and premises as needed to confirm compliance.

10. Conclusion.

The delivery service is designed to ensure safe, secure, and fully compliant cannabis deliveries within the City of Willows. This plan satisfies the operational, regulatory, and public safety requirements as described in Willows Municipal Code Section 9.020 and applicable state law.

City of Willows

201 North Lassen • Willows, California 95988 • (530) 934-7041 • FAX (530) 934-7402



City of Willows
Joe Bettencourt
Community Development and Services Director
201 N. Lassen St.
Willows, CA 95988

March 21, 2025

NATIVEI

Attn: Margaret Sharkey and Homar Crespo
PO BOX 4160
Vallejo, CA 94590

Subject: Approval of Phase 1 Cannabis Business License Application – Eligibility for Phase 2

Dear Ms. Sharkey and Mr. Crespo,

We are pleased to inform you that your Phase 1 Cannabis Business License Application for 130 N. Butte St. has been conditionally approved pending the receipt of the background investigation for David Spradlin. As a result, you are now conditionally eligible to submit a Phase 2 application for further review and consideration.

As part of the Phase 2 application process, please ensure that you provide all required items. We have provided a sample table of contents as Attachment 1 to this letter. Please number all pages and reference them in the table of contents. Timely submission of these materials is essential to ensure the continued processing of your application. Please ensure all documents are clear, complete, and submitted within the specified timeframe.

Should you require any clarification, please do not hesitate to reach out to Planning@cityofwillows.org. We appreciate your cooperation and look forward to receiving your Phase 2 application.


Joe Bettencourt
Community Development and Services Director
City of Willows

WWCRS, Inc.
130 N. Butte Street, Suite AB
Willows, CA 94590

Delivery Service as part of the retail store front.

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- A. **Delivery Inventory Ledger.** Each vehicle carries a detailed delivery inventory ledger and delivery request receipts matching products in transit.

- B. **Seed-to-Sale Tracking.** All deliveries are entered into the California METRC system in real-time, ensuring full traceability from dispatch to customer receipt.

8. Compliance with Willows Municipal Code Section 9.020. WWCRS, Inc affirms the delivery service shall meet all the conditions listed under WMC 9.020(a):

- A. The delivery operation is only conducted in conjunction with the licensed retail storefront located within the City of Willows.
- B. The delivery service shall not operate exclusively and shall be part of the retail store.
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10. Conclusion.

The delivery service is designed to ensure safe, secure, and fully compliant cannabis deliveries within the City of Willows. This plan satisfies the operational, regulatory, and public safety requirements as described in Willows Municipal Code Section 9.020 and applicable state law.

July 30, 2025

City of Willows
Willows Planning Commission
201 N Lassen Street
Willows, CA 95988

Dear Commissioners,

Will you allow a business in Central Commercial District to operate that has the potential to destroy the lives of our children, our community standards and the desire to invest in our community?

It is evident that we currently face scarcity of business development, affordable housing, access to medical services and activities for our youth. Allowing an overabundance of liquor stores, marijuana dispensaries and smoke shops provides insight into the town's social fabric, economic conditions and community values. They also contribute to the physical and mental health outcomes of our community.

This kind of desperate development and modified planning is not about creating spaces and places that benefit our community. It only contributes to the disinvestment and inability to attract land and housing development, major retail developers and small businesses.

In the year 2022 the city conducted a community survey. The survey asked the question as to what problems do you think the city is facing and an overwhelming percent of respondents said that there was a lack of activities for our youth. As the number one answer, it rated as an extremely serious problem.

So why are we inundating our community with liquor stores, dispensaries and smoke shops (drugs and alcohol). We should be focusing on better development, niche shopping, swimming pools, parks, bike paths and areas to host events and youth activities.

In California, cannabis businesses are required to maintain a distance of 600 ft from any K-12 school. Additionally, cannabis businesses cannot advertise or market cannabis products within 1,000 ft of any K-12 school. These regulations are in place to protect minors and minimize the risk of accidental exposure to cannabis products and the influence of cannabis culture.

Keep in mind, that our city council in a time of desperation, directed by nonresident city employees made the decision to lower the standards set forth in our municipal code to allow this use in our Central Commercial District. The very place we gather with our family and children for events. (Lamb Derby, Winter Walk, Light Parade/Winter Wonderland and Homecoming Parade)

No one should profit at the detriment of our community and I encourage you to VOTE NO on this use.

Sincerely,

Holly Myers



Santa Rosa 1st Church of God

236 W. Sycamore Street
Willows CA 95988
(530) 934-2122

07-14-2025

To whom it may concern:

My name is Rev. Linda Robert. I am a Pastor with Santa Rosa First Church of God in Willows California located at 232 W. Sycamore Street. Our Church is within 300 feet of the business requesting to open a cannabis retail dispensary.

We have been in our location for 11 years and have counseled many residents of this community both adults and children regarding the Drugs and Alcohol this community is suffering under.

I was shocked to learn the city of Willows has law enforcement officers spending their time going out to residents' homes to check their property for parked trailers and cars not registered while the drug problem in this city continues to grow.

Our Church is located near schools. **Willows Community High** 823 West Laurel Street, Willows, CA is a 11-minute walk to our Church and a 14 minute walk to the location requesting to open a dispensary. In addition to this there is **Willows High** 203 North Murdock Avenue, Willows, CA another 11 minute walk to the Church and 14 minute walk to the dispensary. **Willows Intermediate** 1145 West Cedar Street, Willows, CA a 17-minute walk to our Church. This approval puts our children in this community at more risk.

I believe the city council has every legal right to determine what business is allowed in our city. They have every legal right to limit those businesses in our city. This should never be approved. The selling of these products over the counter is legal and only adds to the drug epidemic problem Willows already has. What adults buy is up to them, influencing our children is another thing.

As a member of this community and a counselor for those individuals trapped by drugs abuse, I ask the city council to not allow this type of business in the community and certainly not around Churches and Schools.

The city has spent millions of dollars on upgrading Sycamore Street and has become family-friendly and tourists inviting.

Every school day hundreds of children will walk right past this business which will possibly display graphics of pot leaves in its window for all these children to see. These schools age children can all read the word cannabis displayed on their business sign. Because cannabis is legal in California cities and counties may have stricter laws about cannabis than the state. What will be the age requirements for this dispensary located by so many schools and Churches.

The medical definition of cannabis is marijuana (Cannabis Sativa), a drug derived from the family of plants that includes hemp. Cannabis can be smoked or eaten.

Marijuana (cannabis) exhibits a wide range of psychoactive effects in its user, the following are just some of the psychoactive effects of marijuana: • Altered perception • Change in mood • Altered sense of time and space • Impaired memory (high doses) • Paranoia/anxiety (high doses) • Auditory/visual illusions (high doses) • Hallucinations (very high doses)

In case some of the presents members have not checked into the crime in this community please visit the website: CrimeGrade.org and see Glenn county holds a C+ Overall Crime Grade with Violent Crime Grade C- Property Crime Grade C-

Currently crime in Glenn County cost its citizens \$1,349 per household for a annual budget of 13.8 million dollars for a total of est..28,304 citizens per the website: <https://www.census.gov/quickfacts/fact/table/glenncountycalifornia/BZA110222> The date of the census was July 2024

Most of my research on dispensary opening in California used Los Angeles as a point of reference. The reports we looked into revealed where dispensaries are located crime increased putting many citizens at risk for additional crimes.

When kids become adults, they are free to make their own choice about marijuana products. Cigarettes are banned for sale to kids. In fact, they are hidden behind the counters. Businesses are not allowed to advertise outside their building that they sell cigarettes. This is done to protect our children yet for some reason the dispensary is given a special exemption to advertise the sale of cannabis right in front of our children.

The federal government will not be passing legislation to make selling/using cannabis and its products any time soon. They are studying the effect of the high levels of THC, including over consumption of edibles.

Picture any one of our children who have walked by this store daily and think it must be safe to use and eat cannabis products as they are selling it. So, at a weekend party they mix edibles and alcohol, because in their minds it must be safe. Why put our kids at risk? Please deny this application.

Pastor: Rev. Linda Robert

Santa Rosa 1st Church of God feel free to contact me at (530) 934-2122 or
SR1ChurchofGod@gmail.com should you have any questions.



Date: August 1, 2025

To: Planning Commission

From: Joe Bettencourt, Community Development & Service Director

Subject: Sparks by Hilton Hotel / Design Review (File# DR-25-03) and Conditional Use Permit (File# CUP-25-03) / 457 N. Humboldt Avenue

Recommendation:

Receive the staff report, attachments, discuss, and upon conclusion, consider approving the request for Design Review and Conditional Use Permit and adopting the attached resolution.

Rationale for Recommendation:

This matter is before the Planning Commission pursuant to City of Willows Municipal Code (WMC) Chapters 18.65, 18.135 and 18.141.

Background:

The project site is located at 457 N. Humboldt Avenue, identified as Assessor's Parcel Number (APN) 017-330-018. The applicant is requesting approval of a design review for the addition to an existing hotel being rebranded as Spark by Hilton Hotel and a conditional use permit to increase the building height to 38 feet where a maximum of 35 feet is permitted.

Discussion & Analysis:

The site is zoned Highway Commercial. The zone allows for motels and hotels as a permitted use allowed per WMC Chapter 18.65.020(1). The proposed hotel expansion aligns with the zoning regulations and intended use, ensuring compliance with local land use standards. Furthermore, the Highway Commercial Zone's character and development patterns are well-suited to accommodate a hotel. The area is characterized by its proximity to Highway 5, and a mix of commercial establishments to serve the traveling public, making it an ideal location for a hotel to serve the local community and attract visitors.

The existing hotel was constructed in 1978 and included 37 rooms in a two-story building. Most recently, it operated as a Super 8 by Wyndham. Hilton is proposing this expansion under its Sparks collection. The applicant is proposing 36 new rooms that would consist of Queen, King and accessible room sizes, in an attached addition that would be three-stories and 38 feet in height. Once complete, the site would have 73 hotel rooms.

The proposed three-story structure will feature a gable roof that matches the existing building. At its highest point, the structure will reach 38 feet. A conditional use permit is included as part of this project

to allow an increase in building height from 35 feet to 38 feet. The addition will be located to the west of the existing building, farther away from N. Humboldt Avenue, reducing the massing and impact to the existing neighborhood.

The site will continue to be accessed via two existing driveways along North Humboldt Avenue. A total of 75 parking spaces will be provided, in compliance with WMC Chapter 18.120.020(c), which requires one parking space per unit and two additional spaces for management. With 73 rooms proposed, this meets the minimum requirement of 75 spaces.

The applicant is proposing to reuse most of the existing signage infrastructure. There is an approximately 44 foot tall pole sign near the western property line, near Interstate 5. There is a 15 foot tall monument sign located along the eastern property line, near Humboldt Avenue. There are also two directional signs that are approximately 3 feet in height along Humboldt Avenue. The pole and directional signs will be rebranded with Spark by Hilton signage. The monument sign will be rebuilt to reduce the height from 15 feet to 7 feet in height and the square footage of the signage will be reduced from 50 to 19 square feet, per side. Additionally, channel lettering reading “Spark by Hilton” is proposed on the building’s western elevation. The lettering will be approximately 12 feet wide and 5.5 feet tall. See Attachment 4 for the signage details and exhibits.

Consistency with Council Priorities and Goals:

The project is consistent with Priority #4: Community Engagement as the project would offer an opportunity for public input and engagement, allowing residents to share their thoughts and concerns during a public hearing.

The project is also consistent with Priority #2: Economic Development. As it is a improving and expanding development within the City, it has the potential to contribute to economic growth. By creating jobs and attracting new businesses, the project can play a significant role in contributing to the local economy.

Environmental Review:

The project is categorically exempt from the preparation of environmental documentation under the California Environmental Quality Act (CEQA) pursuant to Guideline Sections 15301 (Class 1), Section 15303 (Class 3) and Section 15304 (Class 4) for the construction of the addition to an existing structure, the construction of the parking lot and the continued use of the existing building. The project is consistent with the General Plan polices for the land use designation and is consistent with the applicable zoning designation and regulations.

Fiscal Impact:

There is no cost to the City associated with this request as the project has a PTA deposit on file.

Attachments:

- Attachment 1: Resolution XX-2025
- Attachment 2: Conditions of Approval
- Attachment 3: Site Plan/ Elevations/ Color Board
- Attachment 4: Signage Plan
- Attachment 5: Design Review Analysis
- Attachment 6: Site Photographs



**City of Willows
Resolution XX-2025**

A RESOLUTION OF THE PLANNING COMMISSION OF THE CITY OF WILLOWS GRANTING THE DESIGN REVIEW APPROVAL FOR THE ADDITION TO AN EXISTING HOTEL BEING REBRANDED AS SPARK BY HILTON HOTEL AND CONDITIONAL USE PERMIT APPROVAL TO INCREASE THE BUILDING HEIGHT TO 38 FEET WHERE A MAXIMUM OF 35 FEET IS PERMITTED TO ANIL PATEL FOR THE PROPERTY LOCATED AT 457 N. HUMBOLDT AVENUE, ASSESSOR'S PARCEL NUMBER 017-330-018 WITHIN THE HIGHWAY COMMERCIAL ZONE

WHEREAS, the applicant, Anil Patel, has submitted an application for a Design Review approval for the construction of an addition to an existing hotel and conditional use permit for the construction of the addition to be 38 feet in height; and

WHEREAS, City of Willows Municipal Code Section Chapter 18.141 requires all new commercial buildings and physical improvements obtained Design Review approval; and

WHEREAS, City of Willows Municipal Code Chapter 18.65.040(1)(c) allows for a maximum height of 35 feet, unless approval is a use permit is secured in each case; and

WHEREAS, notice of the Planning Commission meeting held on August 5, 2025, was published in a newspaper of general circulation in the City in accordance with law, and mailing to property owners within 300 feet were sent; and

WHEREAS, the Planning Commission did, on August 5, 2025, hold a public hearing to consider all public oral and written comments, letters and documents, staff reports, and all other documents and evidence which are a part of the Record; and

WHEREAS, the Planning Commission does find that the proposed project qualifies as a Categorical Exemption under Section 15301 (Class 1), Section 15303 (Class 3) and Section 15304 (Class 4) pursuant to the California Environmental Quality Act (CEQA); and

WHEREAS, pursuant to Section 18.135.050 of the Zoning Ordinance, the following findings are made:

- 1) That the use is consistent with the purposes of the district in which the site is located. *WMC Chapter 18.65.020(1) allows for motels and hotels within the Highway Commercial zone.*
- 2) That the proposed location of the use and the conditions under which it may be operated or maintained will not be detrimental to the public health, safety, or welfare or materially injurious to properties or improvements in the vicinity. *The location of the use will be located on land that is currently underutilized, and conditions of approval have been placed upon the use ensuring that it will not be detrimental to the public health, safety, or welfare or materially injurious to properties.*

- 3) That the proposed use is in conformance with the General Plan.
Commercial businesses are allowed with within the land use designation of Highway Commercial.

NOW THEREFORE, BE IT RESOLVED, that the Planning Commission of the City of Willows does hereby find that the Design Review proposal to allow construction of an addition to an existing hotel being rebranded as Spark by Hilton Hotel and a Conditional Use Permit to increase the building height to 38 feet where a maximum of 35 feet is consistent with the City of Willows Municipal Code and General Plan, and findings incorporated, and hereby approves Design Review Permit #DR-25-03 and Conditional Use Permit #CUP-25-03, and subject to the attached conditions of approval.

PASSED AND ADOPTED by the Planning Commission of the City of Willows this 5th day of August 2025, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

APPROVED:

ATTESTED:

Sherry Brott, Chair

Karleen Price, City Clerk

Conditions of Approval
Design Review (DR-25-03) and Conditional Use Permit (CUP-25-03)
Sparks by Hilton Hotel
457 N. Humboldt Avenue /APN: 017-330-018
Planning Commission Approval Date: August 5, 2025

GENERAL

1. That the applicant/developer shall enter into a *Pass-Through* Agreement with the City of Willows to pay the cost of all planning review, plan checking and field inspection of this project.
2. If the use is not made on the project subject to the permit within one (1) year after the date of granting the permit, then without further action, the permit shall be null and void, and such use shall not be made of the property except upon the granting of a new permit.
3. All plans for additional uses, which are not covered by this review, shall be submitted to the City Manager and Planning Commission for review and approval prior to use.
4. The Architectural Design Review approval shall expire in one (1) year unless otherwise stipulated by the Planning Commission. The applicant may apply to the City for an extension of not more than one (1) year from the original date of expiration, if found that there has been no substantial change in the factual circumstances surrounding the originally approved design. Substantial changes and any further extension beyond one (1) year shall require Planning Commission approval.
5. The developer shall adhere to the design and specification of the Architectural Design Review approval for the exterior façade improvements, to include the proposed material/color scheme of the new building, compliant parking spaces, landscaping, signage, trash enclosure and necessary site improvements as shown on the plans submitted with the application. An occupancy permit shall not be issued in part or whole for any building or group of buildings subject to design review unless and until the work specified in the design review approval has been completed, including landscaping. If for any valid reason full compliance cannot be made; a cash bond shall be posted for the work to be completed within a reasonable period of time as determined by the City Manager or his authorized representative.
6. Any new business signage shall require sign permit approval from the Planning Department prior to installation. Any sign requiring building permit approval shall obtain one prior to installation of the sign.
7. All building mounted and site lighting shall be shielded lights, down lights, and or full cut off lights so that the bulb is not visible from off-site and light does not create glare or hazard onto adjoining properties/streets. Cut sheets shall be submitted with building plans. All lighting must meet the City Standards.
8. All landscaping shall be maintained in good condition and any dead or dying plants, bushes, or trees shall be replaced with new healthy stock of a size compatible with the remainder of the growth at the time of replacement.
9. The approval of this project shall be subject to the latest adopted Ordinances, Resolutions, Policies and fees of the City of Willows.
10. In the event that archaeological remains or artifacts are uncovered during construction activities, work shall be stopped, and a qualified archaeologist shall survey the site. The archaeologist shall submit a report with recommendations of the disposition of the site. Disposition may include, but is not limited to, excavation and documentation, capping the site, or leaving the site in an open space area. The recommendations of the archaeologist shall be incorporated in the project.
11. All contractors/sub-contractors doing work on the project shall obtain a City business license prior to commencing operation. Facility shall operate in accordance with local laws.

12. Changes in hours, days, or operating procedures must be reported to the Community Development Department.

BUILDING DEPARTMENT

13. If you intend to construct, enlarge, alter, repair, move, demolish, or change the occupancy of the building or structure or to erect, install, alter, repair, remove, convert, or replace any electrical, gas, mechanical or plumbing system, the installation of which is regulated by code, or to cause any such work to be done, you shall first make application for a building permit and obtain the required permit for the development.
14. Applicant shall submit a completed building permit application with detailed scope of work, 3 complete sets of plans, calculations, specifications, etc. for review. Appropriate plan review fees shall be paid at the time of submittal.
15. All work shall comply with current applicable Federal, State, local building codes and ordinances and be shown on the plans submitted for building permit review.
16. Conditions of approval shall be shown on the plans submitted for building permit review.
17. Prior to issuance of a Building Permit for the construction of any structures on the site, a Final Lighting Plan shall be submitted to the City and reviewed by the Engineer. The final lighting plan shall include, but not limited to the following: (a) details regarding exterior lighting with lighting sources that are full cut-off, hooded, and down-cast, or otherwise shielded to ensure that light does adversely shine towards neighboring properties or toward the night sky, (b) lighting sources with the minimum wattage necessary to provide adequate security without causing excessively bright night glow, (c) sufficient details regarding the proposed wattage and area of coverage for all site lights.

FIRE DEPARTMENT

18. Development impact fees are applicable to this project and shall be paid prior to the issuance of a building permit.
19. All buildings will have fire sprinkler systems provided and must meet the approval of the Fire Chief.
20. All fire and security alarm systems must meet the approval of the Fire Chief per WMC Chapter 15.15.
21. The Site shall be equipped with a Knox box holding a master key per WMC Chapter 15.15.
22. Shall provide fire extinguishers in accordance with the latest CFC.
23. The building address shall meet all WMC Chapter 15.15. criteria and be reviewed and approved by the Fire Department prior to installation. An illuminated address sign shall be provided for the property.
24. Provide illuminated exit signs over all exit doors in accordance with the latest CBC and CFC.
25. Red curbs maybe required and will be reviewed at the time of construction/development of project.
26. All exit doors shall have no knowledge door locks, be posted "this door to remain unlocked when building occupied" and swing in the direction of exit travel.
27. All utility rooms will need to be identified by signage.
28. A Pre-Fire Plan and Inspection will need to be completed before occupancy of the building.
29. Regular Fire Department safety inspections shall occur annually.

ENGINEERING DEPARTMENT

30. Developer shall design and construct all improvements and facilities shown on the design review plans submitted for permit approval in accordance with the Willows Municipal Code (WMC), the City of Willows Design and Construction Standards. Approval of a design review site plans depicting improvements that do not conform to the WMC or City standards does not constitute approval of an exception to the WMC or City standards unless explicitly stated herein or in another City resolution.
31. The developer shall be responsible for all City plan check, map check and inspection costs. The developer shall deposit funds with the City upon the initiation of plan check services. The amount of the initial deposit shall be determined by the City Engineer. Additional funds may be required based upon actual plan check and inspection costs.
32. Site improvement plans shall be prepared and submitted by a California Registered Civil Engineer for the construction of all necessary and required on-site and off-site improvements including grading, water, sanitary sewer, storm drain facilities, roadway improvements, curbs, gutters, and sidewalks. All design and construction shall conform to the City of Willows Design and Construction Standards, as applicable.
33. A detailed Soils Investigation/Geotechnical Report shall be prepared and submitted for review. The report shall address, at a minimum, potential for liquefaction, expansive soils and seismic risk. The improvement plans shall incorporate all design and construction criteria recommended in the Geotechnical Report.
34. All private water mains, sewer mains and storm drains shall be clearly labeled "Private" on the improvement plans.
35. Improvements plans shall include a storm water pollution prevention plan. Erosion control measures shall include hydroseeding of all graded slopes within 60 days of completion of grading.
36. All sidewalk that is current cracked or displaced shall be replaced with the construction of the project.
37. All existing utilities shown on the site plan that conflict with the proposed new buildings (water, gas, electric, telephone, etc.) shall either be removed or properly abandoned. The improvement plans for the proposed project shall indicate removal or abandonment.

WATER AND SANITARY SEWER IMPROVEMENTS

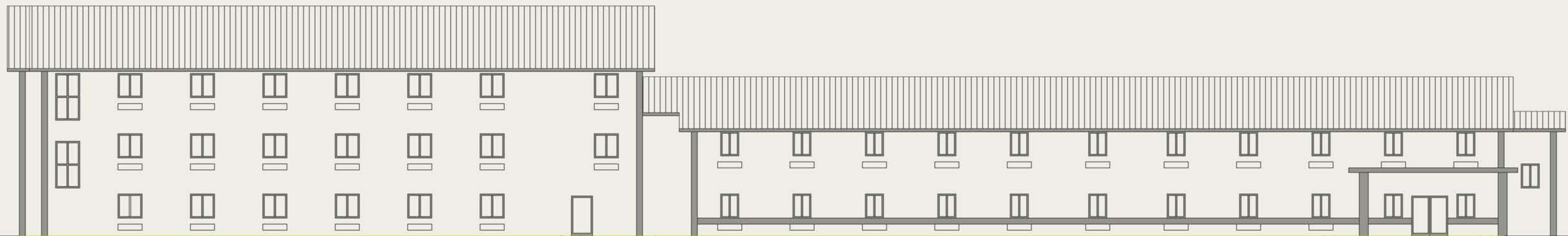
38. Any existing sewer lines on the property that will not be used by the new project shall be abandoned and backfilled.
39. The project shall include installation of a grease separator prior to connection to the sewer main. If there is a proposed sewer lateral serving only restrooms, that sewer lateral does not have to be connected to the grease separator.
40. Sewer grades must be designed such that ultimate finished floors are a minimum of 12" above upstream manhole or clean-out rim elevations. Inadequate elevation differentials or grade on private laterals, as determined by the City, must be mitigated by either raising finished floor elevation(s) or installation of a backflow check valve.

DRAINAGE IMPROVEMENTS

41. All project related flooding impacts shall be mitigated by the project developer. Drainage improvements shall be designed in accordance with the Design Criteria utilizing the rationale method and any applicable adopted City drainage plans.

42. The applicant shall submit for review and approval, drainage plans and hydraulic calculations prepared by a Registered Civil Engineer. The drainage plans and calculations shall indicate the following conditions before and after development:
 - a. Quantities of water, water flow rates, major water courses, drainage areas and patterns, diversions, collection systems, flood hazard areas, sumps, and drainage courses.
 - b. Post-development off-site flows shall not exceed pre-development flows.
43. Low Impact Development (LID) improvements shall be provided for on the plans along with calculations submitted with the first plan check of the improvement plans.
44. All existing easements shall be shown on the plans. If existing easements are provided for the benefit of other parcels, either the proposed improvements shall preserve the easements or shall provide new easements prior to the issuance of a building permit.
45. No grading or other construction shall be performed until the improvement plans have been approved and signed by the City Engineer. Encroachment Permits and Building Permits will not be issued prior to the approval of the improvement plans. An Encroachment Permit is required for any work within the City's rights of way.
46. The developer shall keep adjoining public streets free and clean of project dirt, mud, materials, and debris during the construction period, as is found necessary by the City Engineer.
47. If any hazardous waste is encountered during the construction of this project, all work shall be immediately stopped and the Glenn County Environmental Health Department, the Fire Department, the Police Department, and the City Inspector shall be notified immediately. Work shall not proceed until clearance has been issued by all of these agencies.
48. Where soil or geologic conditions encountered in grading operations are different from that anticipated in the soil and/or geologic investigation report, or where such conditions warrant changes to the recommendations contained in the original soil investigation, a revised soil or geologic report shall be submitted for approval by the City Engineer. It shall be accompanied by an engineering and geological opinion as to the safety of the site from hazards of land slippage, erosion, settlement, and seismic activity. Additionally, if field conditions warrant installation of any subdrains, the location, size and construction details must be provided to the City for review and approval prior to construction.
49. All streets, curbs, gutters, sidewalks, or other public facilities damage in the course of construction associated with this development shall be the responsibility of the Developer and shall be repaired to the satisfaction of the City at the Developer's expense.
50. Dust control must be maintained to the City's satisfaction.
51. Working hours shall be restricted to the hours of 7:00 a.m. to 6 p.m., Monday through Friday.
52. Developer shall provide sufficient surety guaranteeing the public improvements for a period of one year.

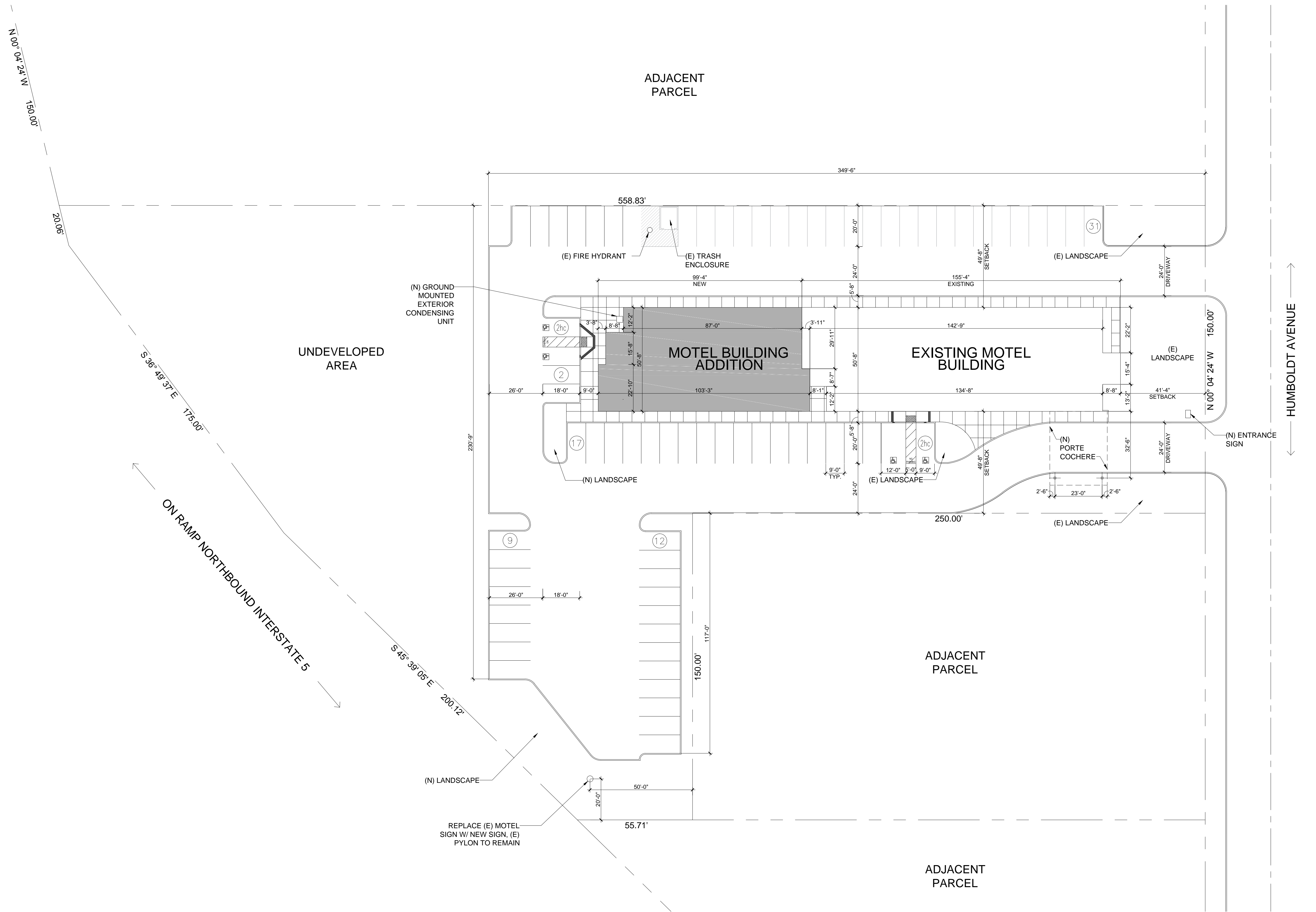
DESIGN PACKAGE



SPARK BY HILTON

457 Humboldt Avenue, Willows, CA





PROJECT DATA		
SITE INFORMATION:		
APN:	017-330-018-000	
SITE AREA:	105,995 SF, 2.43 ACRES	
ZONING:	HIGHWAY COMMERCIAL DISTRICT (CH)	
MAXIMUM HEIGHT / STORIES	40FT / 3FLRS	
PARKING:		
	REQUIRED	PROVIDED
SPACES	(1 PER ROOM) 73	75
	(1 PER MGR) 2	
ACCESSIBLE		
STANDARD	3	3
VAN	1	1
BUILDING INFORMATION:		
	EXISTING	ADDITION
FIRST FLOOR	7,384 SF	4,907 SF
SECOND FLOOR	7,384 SF	4,907 SF
THIRD FLOOR	-	4,907 SF
GROSS AREA	14,768 SF	14,721 SF
PROPOSED BLDG. GROSS AREA	29,489 SF	
PROPOSED BLDG. COVERAGE	= 29,489 SF / 105,995 SF = 27.82%	
GUEST ROOMS:		
	EXISTING	ADDITION
FIRST FLOOR	14	11
SECOND FLOOR	23	12
THIRD FLOOR	-	13
TOTAL ROOMS	37	36
PROPOSED TOTAL ROOMS	73	
(INCLUDING ACCESSIBLE ROOMS)		

1 PROPOSED SITE PLAN
SCALE: 1/24" = 1'-0"

PROPOSED SITE PLAN
Date : 06.30.2025
Scale :

HOTEL ADDITION & SITE IMPROVEMENT SPARK BY HILTON HOTEL

457 N HUMBOLDT AVENUE
WILLOWS, CA 95988

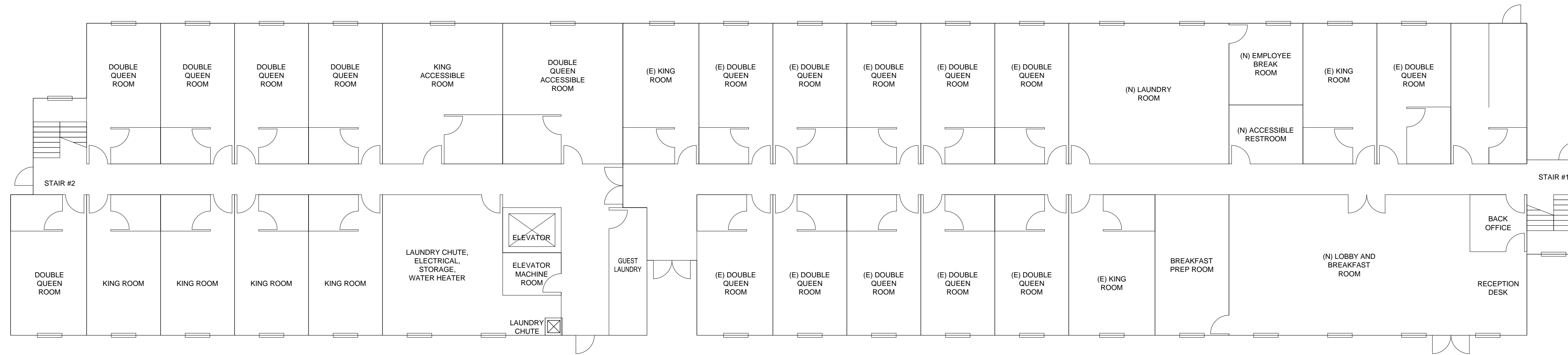
I & A ARCHITECTS, INC.
Architecture • Interiors • Planning

IYER BUILDING
855 SANDSOME STREET, SUITE 100
SAN FRANCISCO, CA 94111
PHONE 415 828-4937
WEB: www.iyerarch.com
EMAIL: iyer@iyerarch.com

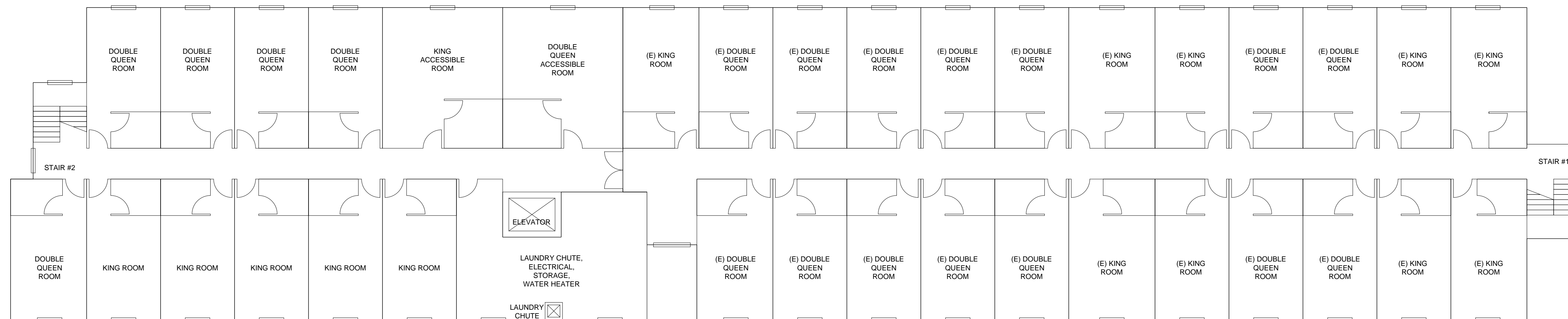
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Project no. : 12250331
Sheet no.

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1 PROPOSED FIRST FLOOR PLAN
SCALE: 3/32" = 1'-0"



2 PROPOSED SECOND FLOOR PLAN
SCALE: 3/32" = 1'-0"

HOTEL ADDITION & SITE IMPROVEMENT SPARK BY HILTON HOTEL

457 N HUMBOLDT AVENUE
WILLOWS, CA 95988

I & A ARCHITECTS, INC.
Architecture • Interiors • Planning

IYER BUILDING
855 SANDHOLE STREET, SUITE 100
SAN FRANCISCO, CA 94111
PHONE 415 828-4937
WEB: www.iyerarch.com
EMAIL: iyer@iyerarch.com

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I & A

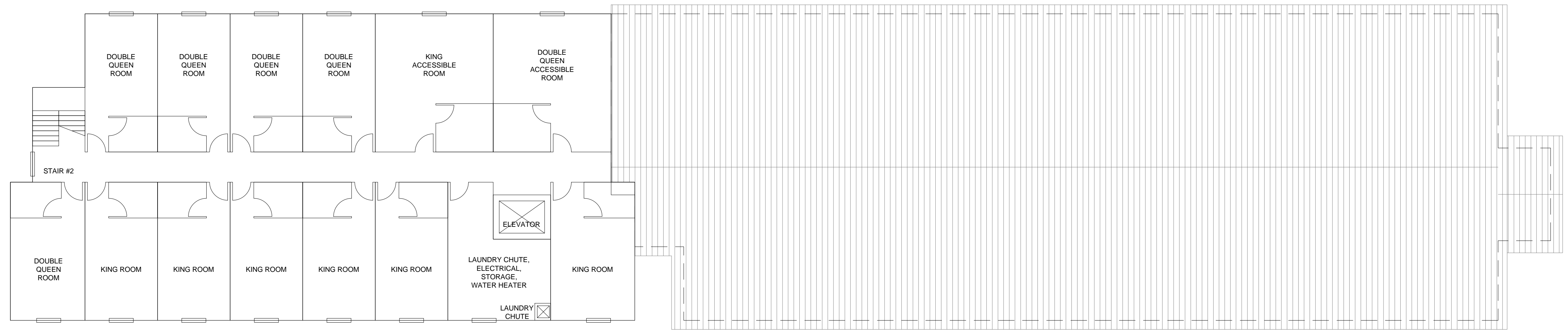
PROPOSED FIRST & SECOND FLOOR PLAN

Date : 06.30.2025
Scale :

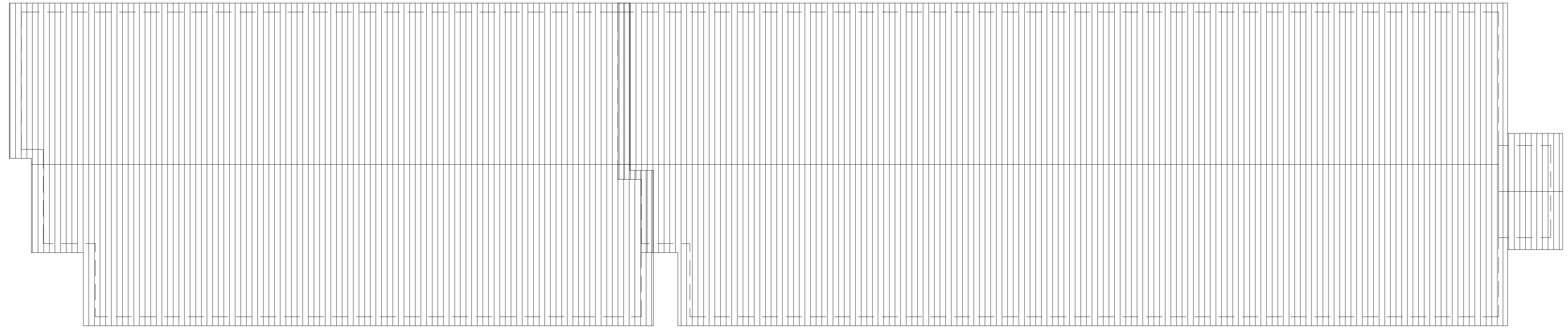
Project no. : 12250331

Sheet no.

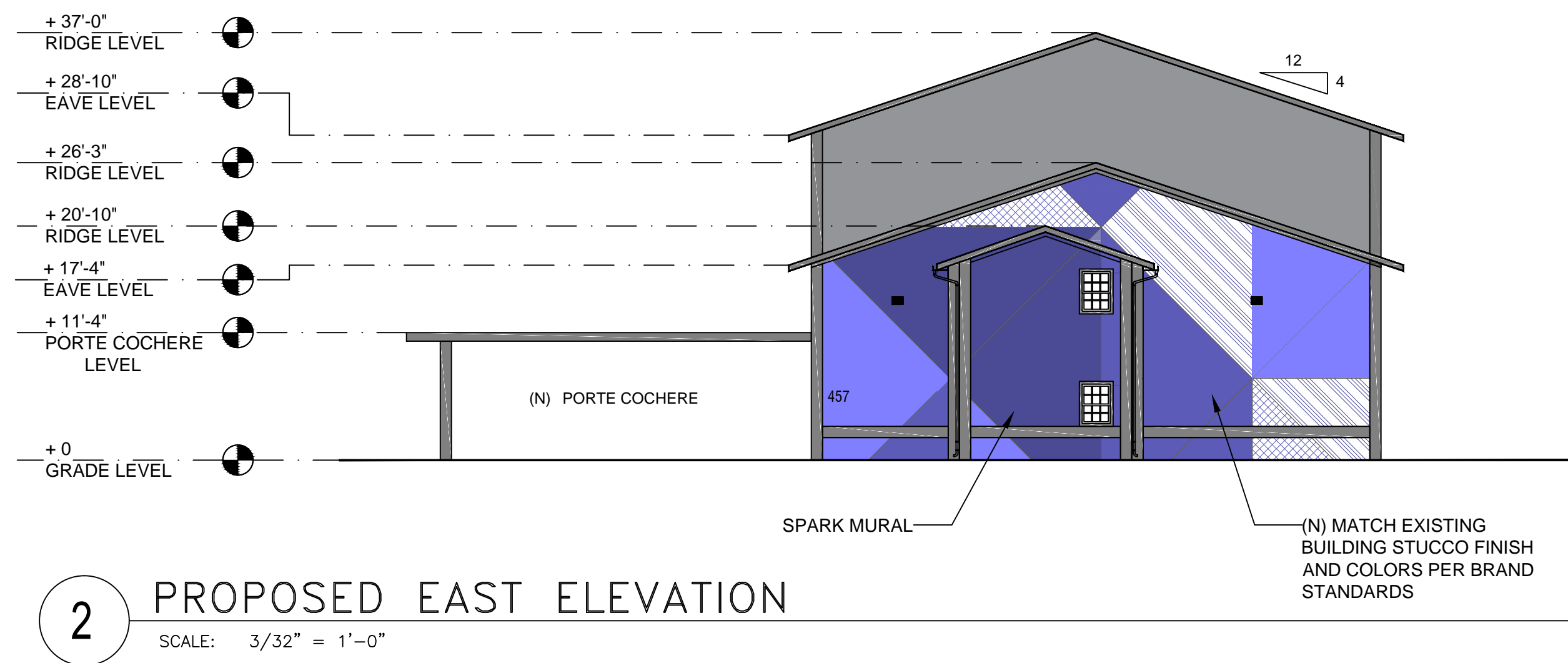
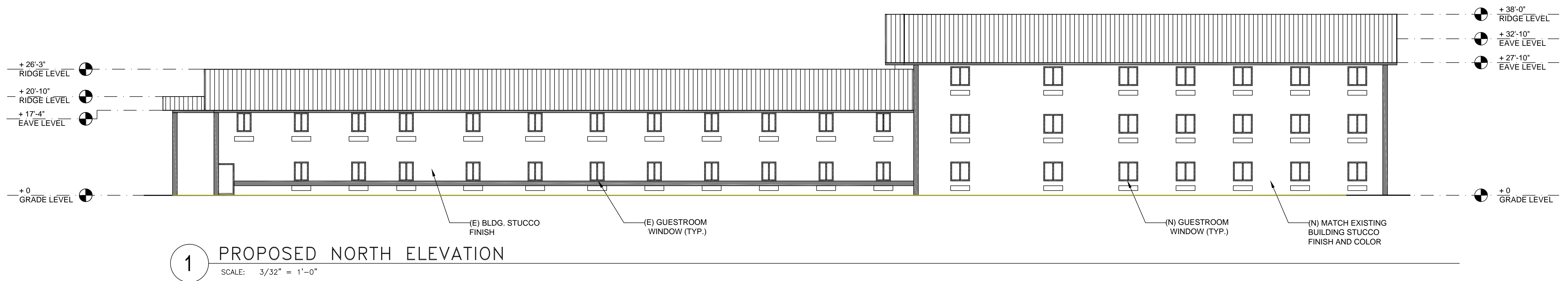
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3 PROPOSED THIRD FLOOR PLAN
SCALE: 3/32" = 1'-0"



4 PROPOSED ROOF PLAN
SCALE: 3/32" = 1'-0"



LEGEND:

	PT-20 (Passive)
	PT-22 (African Gray)
	PT-21 (Web Gray)
	PT-24 (Slate)
	PT-24 (Violet)
	PT-24 (Dark Violet)
	PT-24 (Lavender)
	PT-24 (Lime)
	PT-23 (African Gray)

PROPOSED
BUILDING
ELEVATIONS

Date : 06.30.2025

Scale :

HOTEL ADDITION & SITE IMPROVEMENT
SPARK BY HILTON HOTEL

457 N HUMBOLDT AVENUE
WILLOWS, CA 95988

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Architecture • Interiors • Planning

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855 SANDOWIE STREET, SUITE 100
SAN FRANCISCO, CA 94111
PHONE 415 828-4937

WEB: www.iyerarch.com
EMAIL: iyer@iyerarch.com

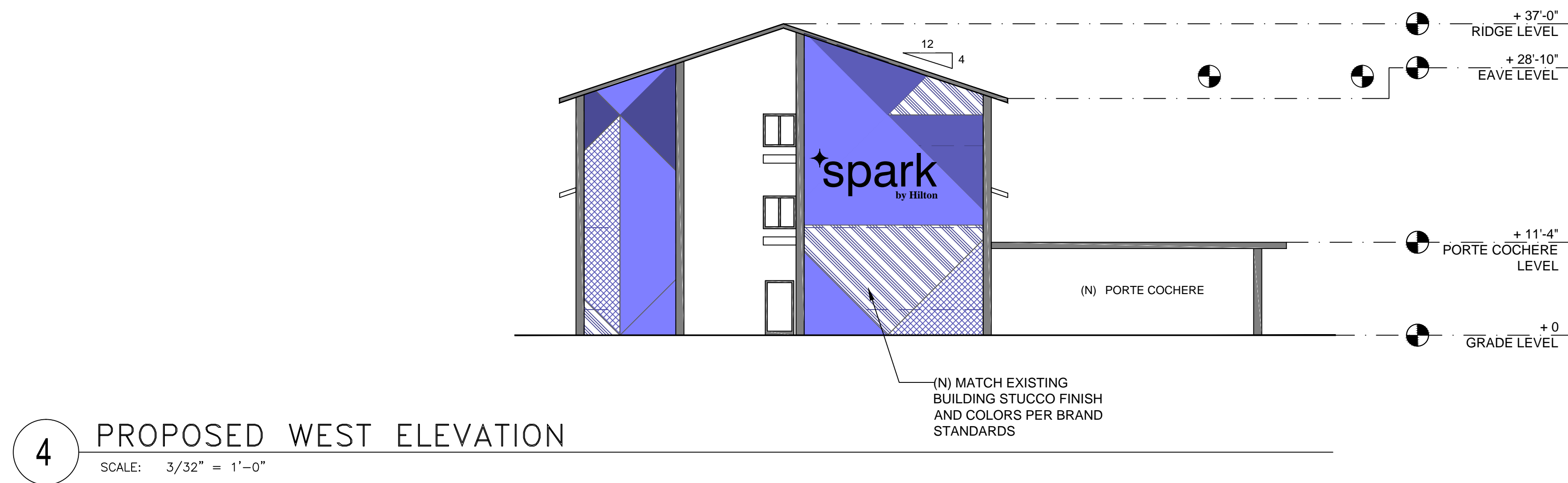
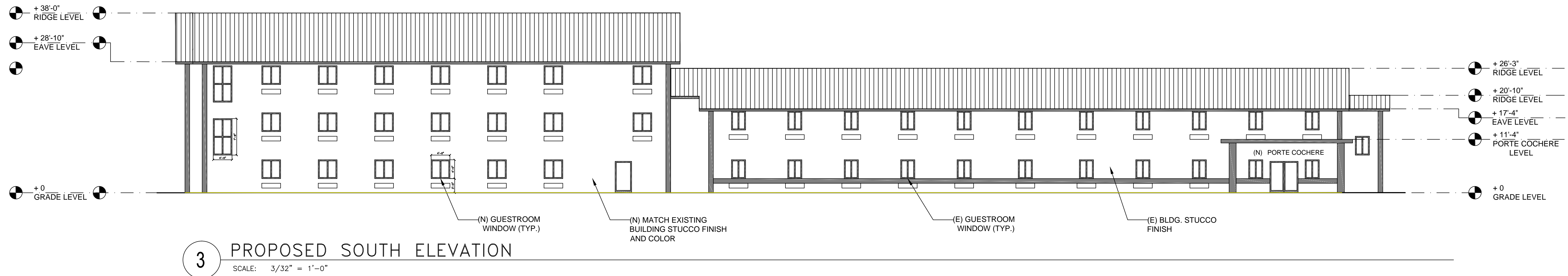
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I & A

Project no. : 12250331

Sheet no.

A - 3.0



LEGEND:

	PT-20 (Passive)
	PT-22 (African Gray)
	PT-21 (Web Gray)
	PT-24 (State)
	PT-24 (Violet)
	PT-24 (Dark Violet)
	PT-24 (Lavender)
	PT-24 (Lime)
	PT-23 (African Gray)

**PROPOSED
BUILDING
ELEVATIONS**

Date : 06.30.2025

Scale :

**HOTEL ADDITION & SITE IMPROVEMENT
SPARK BY HILTON HOTEL**

457 N HUMBOLDT AVENUE
WILLOWS, CA 95988

I & A ARCHITECTS, INC.
Architecture • Interiors • Planning

HYER BUILDING
855 SANDOWIE STREET, SUITE 100
SAN FRANCISCO, CA 94111
PHONE 415 828-4937

WEB: www.iyerarch.com
EMAIL: iyer@iyerarch.com

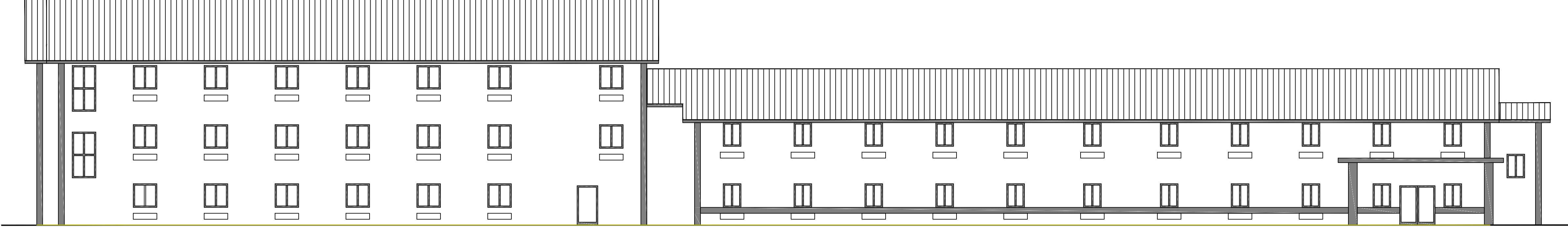
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Project no. : 12250331

Sheet no.

I & A

A - 3.1





SPARK
457 N HUMBOLDT AVE.
WILLOWS, CA 95988

EXISTING SIGNS:

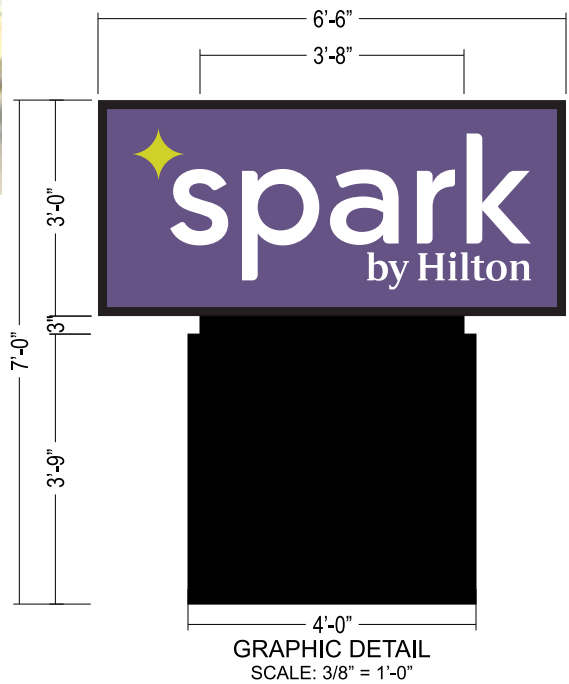
- ① 5'-0" X 10'-10" PYLON AT 15'-0" OAH
- ② 7'-0" X 15'-2" PYLON AT 43'-9" OAH
- ③ 2'-0 3/8" X 4'-0 3/8" DIRECTIONAL AT 3'-3" OAH
- ④ 1'-5" X 3'-0 1/4" DIRECTIONAL AT 3'-0 1/2" OAH
- ⑤ NO EXISTING SIGNAGE

PROPOSED SIGNS:

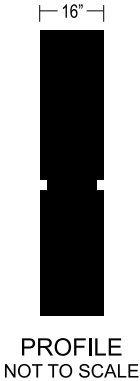
- ① 3'-0" X 6'-6" MONUMENT AT 7'-0" OAH
- ② 7'-0" X 15'-2" PYLON FACE REPLACEMENT
- ③ 2'-0 3/8" X 4'-0 3/8" DIRECTIONAL FACE REPLACEMENT
- ④ 1'-5" X 3'-0 1/4" DIRECTIONAL FACE REPLACEMENT
- ⑤ 24" CHANNEL LETTER SET



EXISTING:
5'-0" X 10'-10" MIDRISE
AT 15'-0" OAH



PROPOSED





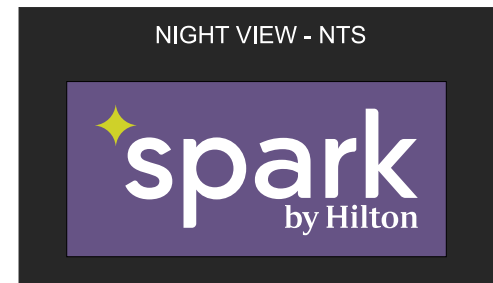
EXISTING:
7'-0" X 15'-2" PYLON SIGN AT 43'-9" OAH



PROPOSED




GRAPHIC DETAIL
SCALE: 1/4" = 1'-0"



PERSONA TRIANGLE
FACILITY SERVICES | LIGHTING | SIGNAGE

700 21st St SW
Watertown, SD 57201
Tel: 800.843.9888
www.personatriangle.com

Customer: SPARK	Project No.: 515804	Request No.: 76786
Location: WILLOWS, CA	Prepared By: AHD	
File Name: 515804 - R2 - WILLOWS, CA	Date: 06/10/25	Revision: 2

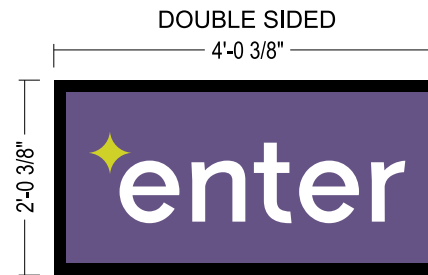
 This sign is intended to be installed in accordance with the requirements of Article 600 of the National Electric Code and/or other applicable local codes. This includes proper grounding and bonding of the sign.	This is an original document created by Persona Signs, LLC provided specifically to the client for the client's personal use. This document should not be shared, reproduced, disposed or otherwise used without written permission from Persona Signs, LLC.
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Customer Approval (Please Initial):
Approval Date:

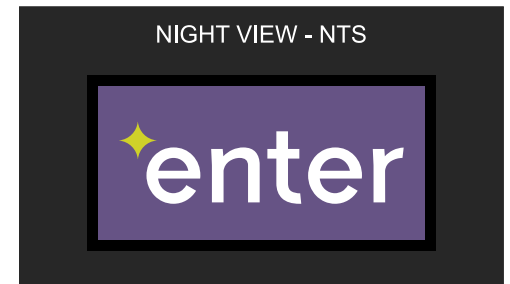


EXISTING:
2'-0 3/8" X 4'-0 3/8" DIRECTIONAL AT 3'-3" OAH
1 1/2" RETAINER

PROPOSED



GRAPHIC DETAIL
SCALE: 1/2" = 1'-0"





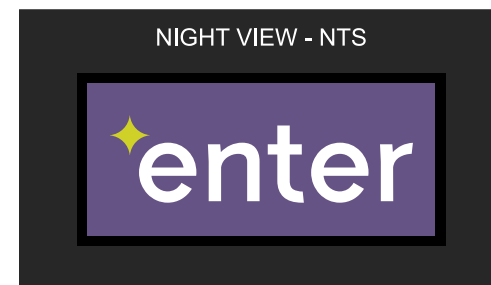
PROPOSED

EXISTING:
1'-5" X 3'-0 1/4" DIRECTIONAL AT 3'-0 1/2" OAH
1" RETAINER

DOUBLE SIDED



GRAPHIC DETAIL
SCALE: 3/4" = 1'-0"



PERSONA TRIANGLE
FACILITY SERVICES | LIGHTING | SIGNAGE

700 21st St SW
Watertown, SD 57201
Tel: 800.843.9888
www.personatriangle.com

Customer:
SPARK
Location:
WILLOWS, CA
File Name:
515804 - R2 - WILLOWS, CA

Project No.:	Request No.:
515804	76786
Prepared By:	
AHD	
Date:	Revision:
06/10/25	2



This sign is intended to be installed in accordance with the requirements of Article 600 of the National Electric Code and/or other applicable local codes. This includes proper grounding and bonding of the sign.

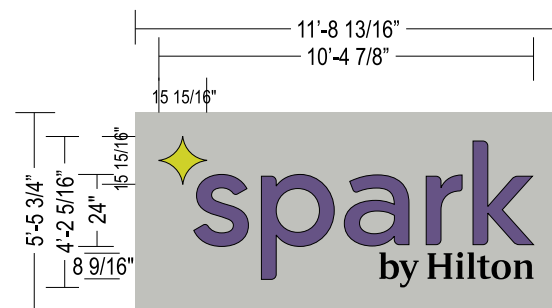
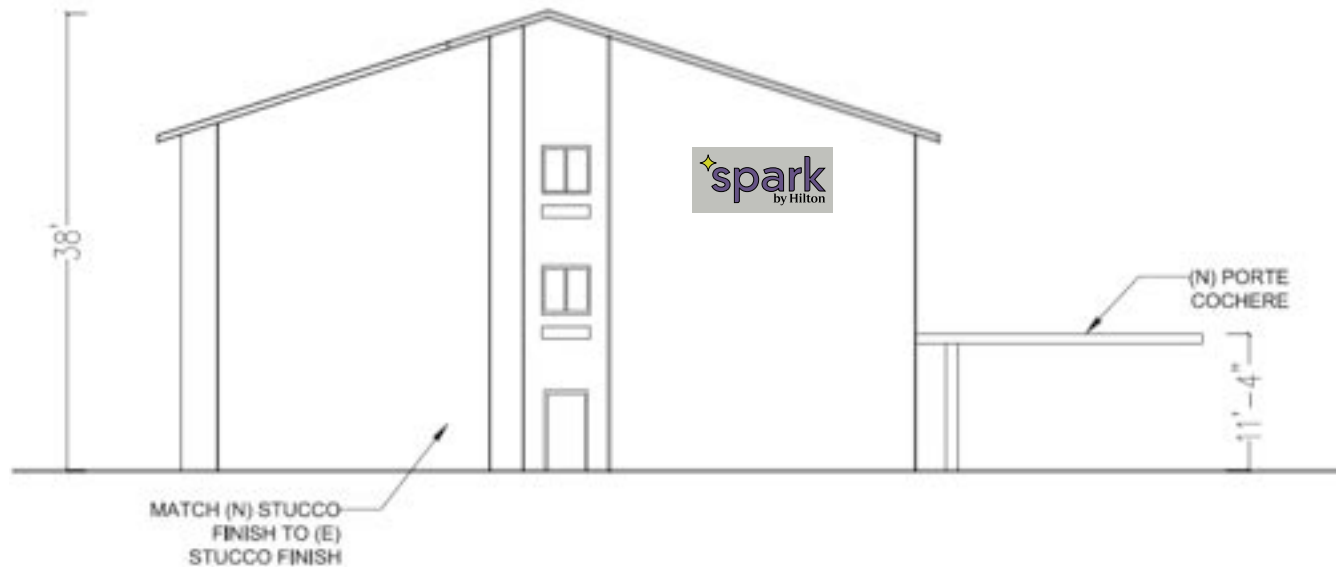
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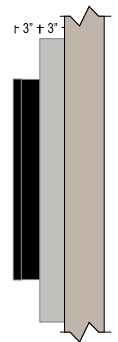
Approval Date:

WEST ELEVATION

SCALE: 1/16" = 1'-0"

CHANNEL LETTER ON BACKER DETAIL
SCALE: 3/16" = 1'-0"

NIGHT VIEW - NTS

LETTERS ON BACKER
PROFILE
NOT TO SCALE

PERSONA TRIANGLE
FACILITY SERVICES | LIGHTING | SIGNAGE

700 21st St SW
Watertown, SD 57201
Tel: 800.843.9888
www.personatriangle.com

Customer:
SPARK

Location:
WILLOWS, CA

File Name:
515804 - R2 - WILLOWS, CA

Project No.:
515804

Prepared By:
TJ

Date:
6/18/25

Request No.:
76786

Revision:
2



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Customer Approval (Please Initial):

Approval Date:

Design Review Analysis

Design Review (DR-25-03) & Conditional Use Permit (CUP-25-03)

457 N. Humboldt Avenue / APN: 017-330-018

I. Introduction

This Design Review Analysis (Analysis) evaluates the proposed exterior design for the addition to an existing hotel being rebranded as Spark by Hilton Hotel located at 457 N. Humboldt Avenue, identified by Assessor Parcel Numbers (APN) 017-330-018. The Analysis focuses on the project's compliance with design review criteria, including building design, site relationship, neighborhood compatibility, material selection, site improvements, and operational considerations.

II. Design Review Analysis

Competent Design

The proposed building has been designed by licensed architects and engineers within the State of California and meets all applicable building code standards. The three-story structure will feature a gable roof that matches the existing building. At its highest point, the structure will reach 38 feet. A conditional use permit is included as part of this project to allow an increase in building height from 35 feet to 38 feet. The addition will be located to the west of the existing building, farther away from N. Humboldt Avenue, reducing the massing and impact to the existing neighborhood.

Relationship Between Structures Within the Development and Between Structures and Site

The proposed addition will be located to the west of the existing building, in an area currently underutilized. WMC Section 18.141.060(3) states that *"The design shall show that due regard has been given to orientation of structures to streets, climatic considerations, and especially, the creation and utilization of open space,"* the new construction will be attached to the existing structure to ensure a cohesive orientation and visual continuity.

Relationship between Development and Neighborhood

The proposed addition to the existing hotel is consistent with the character of the surrounding area, which is commercial. Adjacent properties to the north, south, and east are zoned as Highway Commercial. The visual characteristics of the surrounding developments include:

- North: Best Western hotel with stucco siding and painted in earth-tone consisting of reds and browns.
- South: Burger King featuring large black windows, black horizontal metal accents, and a blue mansard roof.
- East: Topsy Burro Cantina & Grill with brown-painted stucco finish.
- West: Northbound on-ramp for Interstate 5.

Materials and Colors Used

The new addition will match the existing stucco exterior and will be painted in brand-specific colors, including white, grey, and three shades of violet. Accents such as stripes and hatch patterns will incorporate the same color palette to maintain a cohesive appearance.

Wall and Fencing

No new perimeter walls or fencing are proposed. The existing trash enclosure along the northern property line will remain, with parking spaces located on both sides of it.

Surface Water Drainage

All on-site surface water will be managed in accordance with WMC Section 18.141.030, which requires that “stormwaters shall be removed and carried away in an adequate drainage system.” Drainage infrastructure will be designed to prevent ponding and ensure safe pedestrian and vehicle circulation. These requirements are addressed in the conditions of approval listed in the Engineering Department section of Attachment 2 of the Staff Report.

Drives, Parking and Circulation

The site will continue to be accessed via two existing driveways along North Humboldt Avenue. A total of 75 parking spaces will be provided, in compliance with WMC Chapter 18.120.020(c), which requires one parking space per unit and two additional spaces for management. With 73 rooms proposed, this meets the minimum requirement of 75 spaces.

Utility Service

All new utility lines will be installed underground, as conditioned by the Engineering Department. Refer to Attachment 2 of the Staff Report for further details.

Signs

The majority of existing signage infrastructure will be reused and rebranded for Spark by Hilton. Current signage includes:

- A 44-foot-tall pole sign near the western property line adjacent to Interstate 5.
- A 15-foot-tall monument sign along the eastern property line, near Humboldt Avenue (to be rebuilt and reduced to 7 feet in height and 19 square feet per side).
- Two 3-foot-tall directional signs along Humboldt Avenue.

Additionally, new channel-letter signage reading “Spark by Hilton” will be added to the building’s western elevation. The sign will measure approximately 12 feet wide by 5.5 feet tall. See Attachment 5 for detailed signage plans.

Exterior Lighting

Exterior lighting will be installed on the building and throughout the parking area for safety and security. Per WMC Section 18.141.060(10), light sources must not cause glare, hazards, or disturbance to nearby properties. All fixtures will be downcast to minimize spillover. As a condition of approval, a photometric plan must be submitted for review to confirm compliance with glare and light trespass standards.

Landscaping

Most existing landscaping will be preserved. New landscaping islands will be added in the parking area and along the southern edge of the lot near the pole sign. These improvements will enhance an area that is currently unpaved and underutilized.

III. Conclusion

Per Section 18.141.070(1), an application for design review may be approved, approved with modifications, conditionally approved, or disapproved.

Site Photographs

Image 1: View of project site looking north



Image 2: View of project site looking south



Image 3: View of project site looking west



Image 4: View of project site looking east



Image 5: View of project site looking east with existing signage



Image 6: Aerial





COMMENTS AND REPORTS