



Kush Kween

AU-R-000913

This entity qualifies for the Bronze level tier of
the Social Equity All-Star Program



MO MONEY PRODUCTION LLC

2225 E Genesee Saginaw Michigan, 48601

ABSTRACT

Marihuana Establish Plan and Attachments
for Adult-Use Marihuana Establishment

Darke Amos

Owner

CITY OF SAGINAW
1315 S WASHINGTON RD
SAGINAW MICHIGAN 48601

June 21, 2021

Whom It May Concern,

Mo Money Production LLC is excited for the opportunity to be part of your community! Please accept this in connection with our site plan application for Adult-Use Marijuana Establishments, RETAILER. Mo Money Production LLC is a Michigan based and State pre-approved Michigan cannabis company. We at Mo Money Production LLC is a part of MRA Social Equity plan who work with individuals who is disproportionately impacted by marijuana prohibition and enforcement and to positively impacted those communities. We are a seed-to-sale company for, processing, and retail/provisioning for Medical and Adult-Use. I am excited to be a part of your community, and I will put your community first on our list to begin construction immediately upon approval of licensing.

Thank you in advance.

Regards,

Darke Amos

Mo Money Production LLC

2225 E Genesee

Saginaw Michigan 48601

989-239-7781

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Marihuana Establishment Plan

COMPANY

MO MONEY PRODUCTIONS, LLC A SINGLE MEMBER MICHIGAN LIMITED LIABILITY COMPANY BASE OF SAGINAW MICHIGAN. We multiple seed-to-sale distribution networks for cannabis throughout the State of Michigan.

Our Vision

Through vertical integration, brand our product and become a premier Cannabis business throughout the State of Michigan.

Market Highlights

- Cannabis is the fastest growing industry in US; more jobs than manufacturing by 2022
- \$100 billion dollar US market potential by 2030
- 70% public support for cannabis
- Huge market growth nationally and in Michigan, current market size \$53bn
- Dynamic, experienced entrepreneurial management team
- Our vertically integrated business model creates extremely attractive margins and strong cash flow

Project Scope

The project is focused in Saginaw Michigan. The city is in an area where several municipalities that surround the area have decided to either not vote or opt-out of the Michigan Marihuana Act. We have property located within the City We are funded to complete the remodel, site plan work, license costs, and beginning inventory needed to open this location.

Opportunities

The centralization of Saginaw, within its neighbors, is a key factor to get in early to this new State of Michigan legalized business. Every Adult-User in townships surrounding Saginaw will have to come to Saginaw to purchase their cannabis products.

Our property is large enough to enable us to provide exceptional Retail operations to the residents of Saginaw and surrounding areas. We intend to remodel a small portion the building for a Retail Marihuana Establishment and supply a great product.

Key Financial Drivers

The business model for cannabis can be robust, yet we will generate a solid profit by managing certain financial drivers. Influential financial drivers include Revenue, Cost of Goods Sold, Building Finance and Labor (includes taxes & employee benefits). Our focus on these areas will drive the overall financial health of the business operation. An inaccurate estimate for accounting or growing supply line items will have only a modest impact on the company's after-tax profit. However, inflated costs for the three largest cost drivers of building finance, labor, and cost of goods sold will substantially impact the bottom line. Typically, these three cost drivers add up to 75% of the total cost figure of the operation.

Financial Model

We will focus on a financial model that has strong revenue growth, low costs, and an overall focus on efficiency. By doing so, our Retail operation will generate profit and avoid the downside concerns of tightening economics in the cannabis industry. Our state-of-the-art Saginaw Retail sales center will provide a wide range of products for Adult-Use consumers.

Leadership

The leaders of this company have over 20+ years of direct experience in starting, managing and operating very successful businesses. The leader's commitment and passion in the industry is un-matched.

Consultants

While we have many years of experience, it is in our best interest to seek outside expertise to further develop a competitive advantage and maintain efficient operations. It is common knowledge that in the cannabis industry, comprehensive growing and processing expertise is essential. We have engaged professionals outside of the State of Michigan that have years of experience in the cannabis accounting, architectural, and legal fields.

Compliance

The State of Michigan has adopted the METRC system which provides for the tracking of the entire seed-to-sale network. Each marijuana plant gets scanned by the METRC system when they are first planted, and again when they are harvested. When the plants are packaged, they get shipped with a bar code label corresponding to the original plant's RFID tag. Then at the Retail Sales Center, employees label the package with the bar code corresponding to the RFID tag. Every plant is accounted for, inventoried, and sold through a State approved POS vendor at the point of sale. All data, seed-to-sale, is reported to the State.

Retail Operations

Creating a state of the art, laid-back/modern themed Retail Sales Center will allow adult users a pleasant experience. Hiring charismatic and engaged employees is key to success, along with achieving the highest customer relations and retention. The environment of the facility will be warm and welcoming.

The waiting room is the first room patients enter prior to access to the sales area of the Center. Each person entering will be asked for their Driver's License, which is scanned into our POS system. Upon approval from the staff, the adult user will gain access to the sales area. A one-to one ratio is standard in the sales space, meaning that one customer per one budtender is allowed in the area, i.e. if there are 6 budtenders, only 6 customers are allowed in the actual sales space. The sales area is locked, and staff must "buzz" each customer into the sales area from the waiting room.

Staffing Plan

It is estimated a team of SIX (06) employees will operate the Retail facility. Every employee will be screened through the State iChat background check, and they will complete training required by our company and by the State. Job pay ranges from above minimum wage, to higher paying positions. Sample jobs: General Manager, Assistant Manager, Shift Lead, Budtender, Sales Associate, Receptionist, Building Maintenance, Security Guard, etc. What makes our company unique is that all employees are eligible to participate in our Company-wide Profit-Sharing program.

Number of Jobs Area Type of Job

*Compensation 1 Retail General Manager \$50k salary hour 3 Retail Budtenders/Sales \$14-\$17 / hour 1 Retail Receptionist \$12-\$15 / hour 1 Facility Guard \$20 / hour 1 Facility Maintenance \$15-\$20 / hour 11 * In addition to compensation, all Employees participate in Company Profit Sharing.

Below is an outline of our Staffing Plan submitted to the State of Michigan for our current locations. Positions and duties are outlined.

Retail Branch Manager

- Supervise entire Retail Operation
- Managing Retail employees
- Managing SOP's
- Hiring staff
- Compiling & distributing continued education information & programs (on new products, regulations, and other pertinent information)
- Keep up with changing regulations and keep staff up to date
- Conduct bi-weekly meetings
- Maintain inventory
- Conduct weekly inventory audits & monthly METRC audits
- Manage METRC manifests & transfers
- Help with continued education programs (on new products, regulations, and other pertinent information),
- Write schedules for Retail staff Budtenders
- Assists Managers in their duties.
- Assist in weekly inventory audits.
- Assist in continued education (on new products, regulations, and other pertinent information).

- Perform sales to patients
- Helps with daily Retail duties.
- Assist in continued education (on new products, regulations, and other pertinent information). 9 Hiring Procedures.
- Interview all potential staff for Retail experience
- With a focus on hiring residents
- (approved by state to work in the industry) Employee Training
- Full day of training and education (may expand to several days)
- Monthly staff meetings for continued education o Run by the Manager
 - Assisted by the Managers and shift leads to make sure all new procedures and information are understood and implemented
- All Employee records will be kept on file under lock and key in the main office for up to 2-3 years.

Technology Plan

Flow Hub will be used for all Retail operations, inventory tracking and Point of Sales to keep records up to date on METRC, as well as for tracking & logging employee activity, and controlling employee's permissions. Procedures for internal loss/theft/destruction reporting will be logged on Flow Hub (and METRC). Any loss or destruction of product will be documented on METRC and will correlate to camera footage of the material being destroyed. Any theft will be documented and reported. Correlating camera footage (if available) will be documented and stored in the security room.

Inventory and Recordkeeping Plan

All products will be accounted for through the Flow Hub and METRC systems. All products will be transported by a licensed transporter with a METRC Manifest detailing all product being transported, including tag numbers, weights, transporter, directions, etc. All back-stock products will be stored in a secure, temperature controlled, storage room that has a coded lock and storage safes for flower. All product in the Retail will be secured by lock and key at the end of each day. Inventory records will be kept both on Flow hub as well as paper copies of manifests and the like in the office file cabinet for up to 3 years.

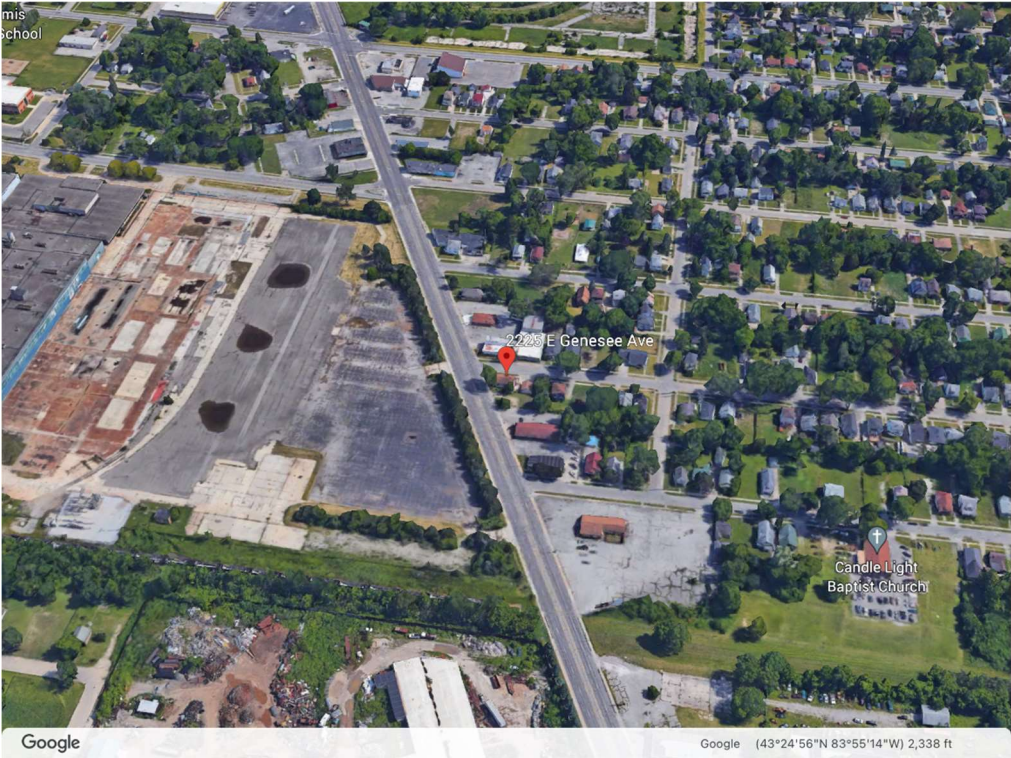
Customer Education

Our customer education program has two main goals; Train expert Budtenders and Educate the Customer.

Through proper training of our employees, the city and the customers will benefit with a first-class business having its main goal of customer education.

Building Elevation and Signage

The property will have some improvements: Plans are Enclosed.



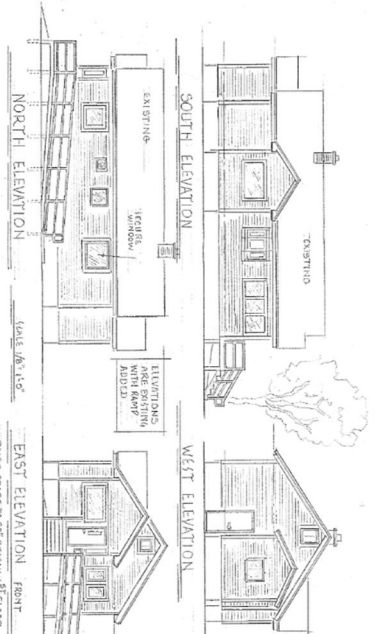
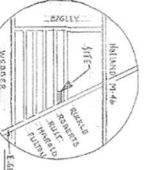


Security and Safety

From the street to the interior, security is the utmost importance. Our building will be locked down, alarmed, and highly secured. Special reinforced exterior doors will be installed. Customers of the Retail Sales Center and employees cannot enter areas that they do not have access to - this is a state mandate. Our company will maintain a security system that meets or exceeds State Marijuana MRA Law requirements. A description of the security plan containing evidence and all supporting documentation has been submitted with this application for review by the Police Chief or his/her designee.

A PROPOSED DISPENSARY FOR:
Mo MONEY PRODUCTION LLC
 2225 E GENESEE STREET SAGINAW MI 48601

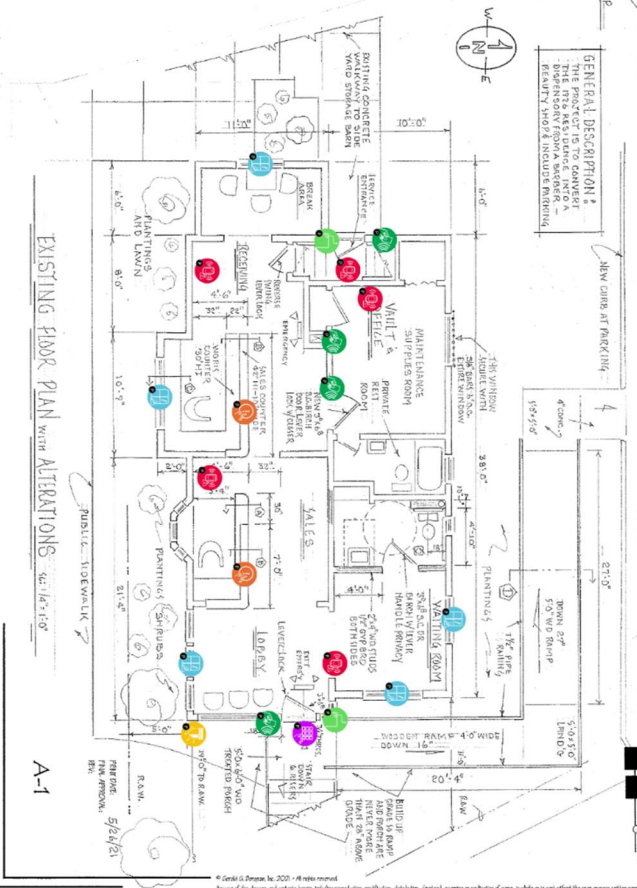
OWNER	MONEY PRODUCTION LLC	PROJECT NO.	2021-001
CONTACT NAME	SHANNAN HERSTLEY	DATE	03/15/2021
CONTACT PHONE	989.754.6545	PROJECT TYPE	RENOVATION
CONTACT EMAIL	shannan@mo-money.com	CONTRACT VALUE	\$150,000
LEGAL DESCRIPTION	LOT 10, 2225 E GENESEE STREET, SAGINAW, MI 48601	CONSTRUCTION TYPE	RENOVATION
PROJECT ADDRESS	2225 E GENESEE STREET, SAGINAW, MI 48601	BUILDING CODE	2015 IBC
ZONING	COMMERCIAL	OCCUPANCY	RETAIL
PROJECT CLASS	201 - COMMERCIAL	PERMITS	MECHANICAL, ELECTRICAL, PLUMBING, FIRE, AND BUILDING
ADJACENT PROJECTS	CONVOLUTION - NORTH & SOUTH	DATE	03/15/2021



GENERAL DESCRIPTION 1
 THIS IS A RENOVATION OF AN EXISTING BUILDING TO BE USED AS A DISPENSARY FROM A WAREHOUSE. THE RENOVATION WILL INCLUDE THE REMOVAL OF EXISTING INTERIOR WALLS AND CEILING, AND THE INSTALLATION OF NEW INTERIOR WALLS, CEILING, AND FLOORING.

Device Legend

	(4) Access Control Doors
	(5) Motion Detectors
	(5) Glass Break Sensors
	(2) Door Contacts
	(2) Panic Buttons
	(1) Siren/Strobe
	(1) Alarm Keypad



	RDR (5)		PR (3)		MTN (6)		STRB (2)		DC (3)		GBD (6)		DKP (2)
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SECURATECH
 Site: Mo Money Productions, LLC-Dispensary
 Survey: Mo Money Productions,
 LLC-Dispensary-Survey-1
 By: Shanna Herstley
 Date: 2021-6-24

Gerald G. Bergman Architect
 515 N. Woodbridge Street Saginaw MI 48602
 P: 989.754.6545 F: 989.754.5775
 Office@GeraldBergman.com

Security Guards

We will have at minimum one onsite armed security guard monitoring the building inside and outside 24 hours a day, 7 days a week. This guard will be provided by a 3rd party company and be insured and licensed within the County to perform such duties.

Internal and External Video

Our building will be monitored by exterior and internal video surveillance. State-of-the-art surveillance video is monitored by onsite management and monitored remotely by management/owner. We will have forty-five (45) day retention of all videos, as we do in our other licensed facility. This video is available to any law enforcement upon request for inspection. Our surveillance cameras monitor and record all entrances, along with the interior and exterior of the building and all areas where persons may gain or attempt to gain access to marijuana or cash maintained by the Marijuana Establishment. Alarm systems will be installed and professionally monitored and operated 24 hours a day/seven days a week. Securitech is the company that we use. Securitech installs and monitors the security system. Securitech contact information: Rudy Patros, 248-302-7822. Customers of the Retail Sales Center will not be allowed to loiter. Per the State Act, consumption on premises is not allowed.

Prevention of Minors

No person under the age of 21 years old is allowed in the facility. At the Retail level, every customer is asked for their ID to verify they are 21 years or older. Their ID is scanned into our POS system Flowhub. Nobody under the age of 21 years old will be allowed on the property.

Storage and Transport of Cash and Product

All marijuana in every form is stored in a secure manner with the use of Vaults and is not visible from outside the building.

Cash will be handled the same at this location as we do in our other locations. Cash is held in a vault onsite. Every other day a licensed secure transport courier picks up the cash. Cash is deposited into our bank account at Live Life Credit Union in Sterling Heights Michigan. This minimizes the amount of cash on hand at our facility.

When dealing with other licensed companies to buy or sell product to/from another licensee, we prefer to ACH money between licensed companies bank accounts and not handle cash. At the Retail level, we currently utilize Debit Card readers which most of our customers prefer to use instead of cash. This greatly reduces the amount of cash at the Retail level.

The movement of product to and from the facility is controlled and monitored by our head of compliance. Only licensed secure transport companies are used for transporting product to and from the facility. All storage of product is in a controlled atmosphere vault room onsite. A Third-party vendor, FlowHub, is the system we use for our inventory and tracking system for product that is sold within the Retail Sales Center. FlowHub manages our compliance, point of sale, inventory management, cash management and reporting to the State METRC system. This system interfaces with the State of Michigan statewide monitoring system – per the State Marihuana Tracking Act. This ensures the seed-to-sale monitoring for the State, tracking Adult Use and patient identification cards, and monitoring that consumer will not exceed the authorized limit for daily purchase.

[Specifics on Equipment](#)

Specifications on equipment follow on the next several pages. Securatech is well positioned in the cannabis market and has done security for our locations as well as many others. The quote below is an estimate for the property. Upon final plan approval from the City, this system may be altered for the need to add more cameras or alarm system detectors. We will verify with the Saginaw Police the completed approved plans prior to installation of equipment. Our company will install and maintain a security system that meets or exceeds State Marijuana MRA Law requirements, as we currently do at our other locations.

[Product Waste and Waste](#)

Log This SOP is designed as a guideline for properly disposing of product waste, breaking down waste, and disposing of it properly. All waste must be unrecognizable, unusable, and mixed 50/50 with trash. The objective of this SOP is to assure product waste is dealt with and disposed of in a proper and timely matter. This SOP is the responsibility of the following personnel:

- Manager

- Budtender The following terms are used in this document: Infused Liquid Product Waste - unusable product infused with cannabis that is in a liquid form. Infused Edible Product Waste - unusable product infused with cannabis that is in an edible form. Product Waste - Any product material that comes from a package of bud, trim, etc. Materials Needed:
 - Gloves
 - Waste Sink²⁵
 - Product Waste Container
 - Waste Log (Note: Report any quantities of waste to METRC and the Marihuana Regulatory Agency with an incident report and video footage that reflects proper disposal of the product.)
 - A. Disposing of Infused Liquid
 1. Wear gloves.
 2. Collect all infused liquid product waste material.
 3. Dispose of all infused liquid product waste in the designated waste sink.
 4. Dispose of the product containers in the designated product waste container.
 5. Log activity on the “Waste Log”.
 - B. Disposing of Product Waste – (Buds, trim, stems, edibles, pills, tablets, lotions, topicals, pain creams, patches, salves, tinctures, oil, butter, hash, caviar, shatter, wax, terpenes, vapes, carts, syringes, etc.)
 1. Wear gloves.
 2. Collect all product waste material.
 3. Destroy all product waste material appropriately making it unrecognizable and unusable.
 4. Dispose product waste in the designated product waste container and mix it 50/50 with trash.
 5. Log activity on the “Waste Log”.
 6. The METRC admin will report logged adjustments.

Applications and attachments

State Pre-Qualification

A copy of official paperwork issued by the state indicating that the applicant has successfully completed the prequalification step of the application for a state license, as well as copies of all documents submitted to the state in connection with the initial license application, subsequent renewal applications, or investigations conducted by the state.” MO MONEY PRODUCTIONS LLC filed our original application with the State.

GRETCHEN WHITMER
GOVERNOR



ORLENE HAWKS
DIRECTOR

STATE OF MICHIGAN
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
LANSING
VIA ELECTRONIC MAIL

Date: April 16, 2021

Addressee: Mo Money Production, LLC

Address: 2225 E. Genessee
Saginaw, MI 48601

RE: Prequalification status for your pending application

Dear Applicant:

The Marijuana Regulatory Agency (Agency) considered your partial application for prequalification status and determined that you have prequalification status pursuant to the licensing provisions of the Michigan Regulation and Taxation of Marihuana Act (MRTMA) and associated rules. This letter may be provided to a municipality as documentation of your prequalification status. Please note that this is a pending status until all application requirements of the MRTMA and associated rules are completed. A state license for a marihuana establishment cannot be issued at this stage of the application process. During complete application review, the Agency will consider all information relevant to eligibility including information that has been newly acquired or information that is newly apparent since determination of prequalification status.

If you have not already done so, please submit a marijuana establishment license application (Step 2) for each state license for which you wish to apply. You may submit an application online through the Accela Citizen Access Portal on the Agency website at www.michigan.gov/mra or your application may be submitted by mail or in person as follows:

Mailing Address:
Marijuana Regulatory Agency
Licensing Division
Adult-Use
P.O. Box. 30205
Lansing, MI 48909

Sincerely,

Licensing Division
Marijuana Regulatory Agency

MARIJUANA REGULATORY AGENCY
2407 NORTH GRAND RIVER • P.O. BOX 30205 • LANSING, MICHIGAN 48906
WWW.MICHIGAN.GOV/MRA

MRA 5312

Affidavit of Notice

AFFIDAVIT OF NOTICE

SAGINAW COUNTY MICHIGAN

DATE: 6-25-21

The undersigned duly sworn as of the date above:

I am the applicant and President of Mo Money Production, LLC.

I acknowledge Mo Money Production, LLC will use the property located at 2225 E. Genessee, Saginaw, MI 48601 for a marihuana establishment; specifically, a Marihuana Retailer.

I acknowledge there will be no stacked licenses or co-location and we will be maintaining only one (1) Adult-Use Retail license for our Marihuana Retailer located at 2225 E. Genessee, Saginaw, MI 48601.

I agree to allow the City of Saginaw to inspect this marihuana establishment at any time during normal business hours to ensure compliance with all Saginaw Codes and Saginaw's Marihuana Establishment Ordinance(s).

I agree to indemnify, defend, and hold harmless the City of Saginaw, its officers, elected and appointed officials, employees, and insurers, against all liability claims or demands arising out of, or in connection to, the operation of a marihuana establishment on the property.

X Darke Amos

Darke Amos, President
Mo Money Production, LLC

AFFIDAVIT OF NOTICE

Saginaw COUNTY OF MICHIGAN

DATE: 6-25-21

The undersigned duly sworn as of date above:

I am the legal owner of the property located at 2225 E. Genessee, Saginaw, MI 48601, "Property".

I acknowledge Mo Money Production, LLC will use the Property for a marihuana establishment.

I agree to indemnify, defend, and hold harmless the City of Saginaw, its officers, elected and appointed officials, employees, and insurers, against all liability claims or demands arising out of, or in connection to, the operation of a marihuana establishment on the property.

X Darke Amos

Name: Darke Amos
Owner of 2225 E Genessee, Saginaw, MI 48601

Subscribed and sworn to by Darke Amos before me on 6/25/21

Catherine Ann Siler
Notary Public Signature

Catherine Ann Siler
Notary Public Printed Name

State of Michigan County of Saginaw, Acting in the County of Saginaw, MI
(County) (State)

My commission expires: 12/27/23



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X Darke Amos

Name: DARKE AMOS
Owner of 2225 E Genessee, Saginaw, MI 48601

Subscribed and sworn to by Darke Amos before me on 6/25/21

Catherine Ann Siler
Notary Public Signature

Catherine Ann Siler
Notary Public Printed Name

State of Michigan County of Saginaw, Acting in the County of Saginaw, MI
(County) (State)

My commission expires: 12/27/23



