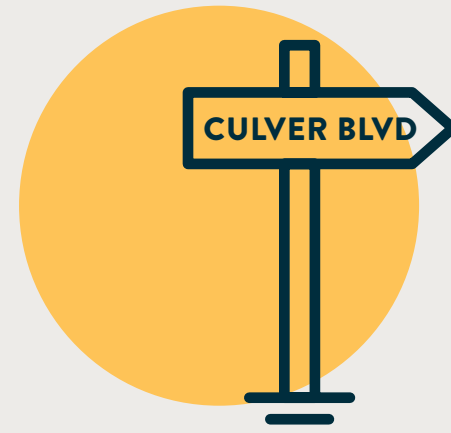


City of Culver City Council
Presentation

SweetFlower.com



Meet Sweet Flower —



We're Local

HQ in downtown Culver City

Extensive track record of community
and neighborhood engagement

We answer to our community,
not shareholders

We are here every day



We Follow Through on Our Promises

We're honoring our commitment to hiring local:

More than 60% of our hiring came via our Culver City Job fair

We have meaningful community partnerships

Our Community Advisory Board is local,
operational and fully committed

We are the highest scoring applicant in the Culver City
cannabis process

We're Rooted in Values —



INCLUSION AND DIVERSITY

Majority of corporate team is female and/or minority

90% of our management are diverse

80% of our sales associates are female and/or minority



TRUST AND TRANSPARENCY

We bring best practices from diverse industries to our work

We are local, accountable and responsible

CEO is onsite daily in Culver City



PUBLIC HEALTH AND SAFETY

We educate and train on legal, responsible cannabis use

100% track record of compliance

Best-in-Class standard operating procedures from multiple other store locations



COMMUNITY ENGAGEMENT

We have meaningfully engaged the community since Day One

Over \$80,000 in charitable donations to Culver City organizations

We've Grown —

Current Stores

Under Construction

Final Approval Pending



Studio City



Pasadena



Westwood



Melrose



Arts District



Culver City

★ SWEET FLOWER HQ



SECTION 1:

Operational Experience

A Decade of Proven Execution —



Proven business model
(10x revenue increase)



One of Los Angeles' longest standing
and highest regarded dispensaries



Unparalleled history of strict
compliance with state and
local regulations



Proven track record of tax compliance
(multiple successful audits)



Developed and maintained
meaningful relationships in
community, with residents, etc.



Best-in-Class Operations With Significant Local Experience

Further strengthened team expertise in retail and operations

Implemented additional regulatory compliance measures:

- Partnered with state's leading firm on regulatory compliance
 - Integrated new technologies and data to enhance compliance, customer experience
 - Developed additional compliance protocols and weekly audits
-

Customer service and community best practices for concierge level service:

- Conduct extensive, ongoing employee training and increased security
 - Initiated meaningful employee volunteerism and community benefits program
-

Building on a winning business model:

- Insurance and banking
- Union partnership
- Well capitalized and self funded - we answer to our community



Culture of Compliance —

Integrated compliance experts to implement culture of compliance

- Team that built the regulatory framework and continues to shape the laws and regulations

Onboarding and ongoing education for new employees:

Ongoing education and training

- Integrated new technologies and data to enhance compliance, customer experience
- Developed additional compliance protocols and weekly audits

Weekly compliance audits

- Built into HR
- Real time education after audits

Setting a new standard for industry operations



SECTION 2:

Design Elements



10000 CULVER BLVD

Sweet Flower Flagship & HQ —

Design, location, size and operating characteristics are compatible with existing and future uses in vicinity

Site is located in the neighborhood serving corridor land use designation that is appropriate for retail sales, office, and services

Pedestrian friendly business district, serving as a hub for creative media and design-centric businesses that honor Culver City's rich creative economy

Historic significance as original post office building, allowing us to draw inspiration from original post office and historic features

Ample square footage – 3,150 SF first floor allows for customer flow



Design Elements —

Signage

Familiar with City's signage ordinance given our local corporate HQ

Pedestrian improvements

We propose to install lighting and other soft illumination at night to illuminate this part of Culver Blvd to make the area more pedestrian friendly in the evening and to reflect similar artistic lights in the neighboring restaurant district. We will add bike racks to the property along Lincoln to encourage use of alternate transportation methods.

Landscaping improvements

We will landscape with sustainable grasses and other sustainable landscaping at our cost and upkeep

Primary entrance faces street

Incorporation of glass windows

No significant blank walls

Will partner with local artist on a mural for large blank wall along Lincoln

Code Compliant Signage

Sweet Flower commits to security screening not being visible from exterior

Security Measures Beyond Minimum Standards —



TRANSPARENCY IN OPERATIONS AND WITH THE CITY

Will provide Culver City Police and Fire Depts. with security footage

Provide a local designated security representative specific to Culver location, making him/her always local and available to the City

All Security, Operations, and Management team members will be on site given our co-located corporate headquarters



SIGNIFICANT UPGRADES TO REDUCE DIVERSION

Hammer proof glass to withstand blunt force impact

Restricted amount of live product on floor

Fully METRC compliant

Stand-alone product room with secure access controls



SAFETY FIRST

Increased retention of security footage (90 days instead of 60)

Deliberate site design features which allow for dedicated ingress/egress and safe and discrete unloading of shipments

Note: Security guard vestibule is not visible from exterior



SECTION 3:

Community Engagement

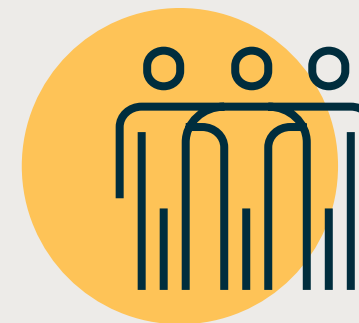
Outreach & Engagement to Date —



A TRACK RECORD OF ENGAGEMENT



A COMMITTED COMMUNITY PARTNER

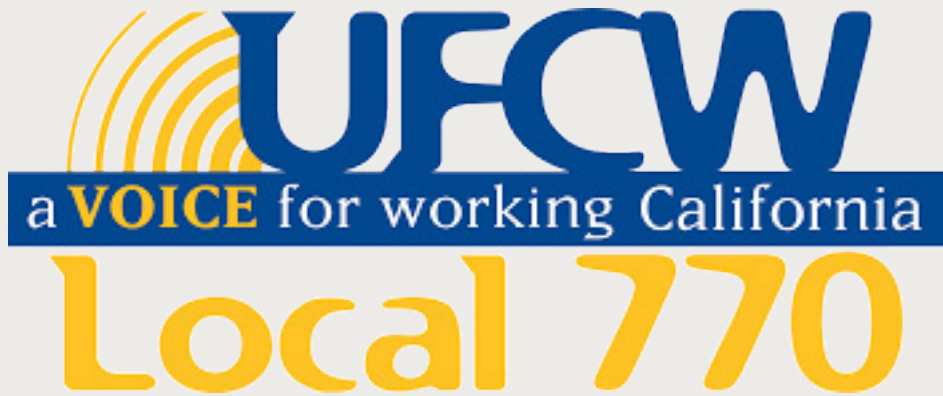
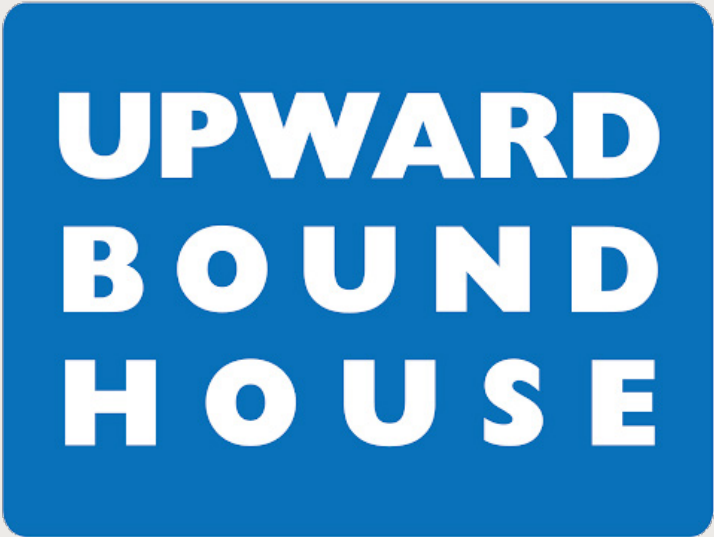


AN ENGAGED CORPORATE CITIZEN



AN INDUSTRY LEADER

Sweet Flower: Committed Community Partner —



Ongoing Neighborhood & Community Engagement —



Neighborhood

Canvassed prior to opening to invite to a neighborhood open house and community Q&A

Soft Open for neighbors only

Monthly neighborhood meetings hosted by our CEO

Corporate contact information provided; communication is logged to ensure timely response

Neighbors discount



Broader Culver Community

Community Investment Fund

Community Advisory Board

Ongoing speaker series

Local hiring program

Employee volunteerism, corporate social responsibility, and compassionate use partnership with area hospitals

UFCW partnership

Ongoing partnerships with local businesses



Planned partnerships with neighboring businesses —


Track record of existing partnerships serves as a testament to our future operations

Partnerships for customer education, youth education and general collaboration

- Engaged with members of Culver City Education Foundation and Culver-Palms Family YMCA regarding creation of a youth education program
 - Solidified partnerships with Equinox, the Platform, etc.
 - Continue to partner with local businesses to provide goods and services whenever feasible
-


Identifying meaningful opportunities for local business partnership and have spent nearly a million dollars to date with local design and operational partners.

What Others Are Saying —




After my interaction with Sweet Flower and their overwhelming support of the community, I am confident in what an ideal retailer looks like. It looks like Tim, his dynamic team and their undying attention to the needs and concerns of their local stakeholders.

COLIN DIAZ, PRESIDENT & CEO
CULVER CITY CHAMBER OF COMMERCE




The Culver-Palms Family YMCA is excited to call Sweet Flower a partner. The company's commitment to our community and the prosperity of our youth is evident.

DEVON CORLEW, EXECUTIVE DIRECTOR
CULVER-PALMS FAMILY YMCA



Sweet Flower proactively entered into an agreement with UFCW Local 770 - just one example of their commitment to true partnership to benefit their employees in Culver City and beyond. We look forward to ongoing collaboration to benefit all employees and the communities they serve.

JOHN GRANT, PRESIDENT,
UFCW LOCAL 770



Culver City deserves cannabis operators with a sincere commitment to the community and a proven track record of meaningful, ongoing engagement. Sweet Flower is that partner.

ANDY WEISSMAN
FORMER CULVER CITY COUNCILMEMBER