

CONTRA
COSTA
FARMS
LLC

City Council
Presentation

September 10, 2019

coco farms

Our Mission

- To grow a significant company in the region which will drive the following key benefits for the City of Antioch and its Residents:
 - Create a significant number of good paying jobs.
 - Create significant tax dollars and license fees for the City.
 - Ensure that the “cannabis experience” is a positive one for our community.

Who Are We?

Managing Members



Experienced Management
Team of Operators



Successfully developed Rio
Vista Farms LLC from a
green field to a \$12 Million
Revenue cannabis
microbusiness in 15 months.



Prior to RVF, our expertise
was in marketing technology,
big data, controllership,
project management and
turnarounds.

Experienced & Legitimate Operator

- Security and Safety First:
 - 24 hour on-site armed security.
- Great Partner:
 - Pay all of our city and state license fees and taxes.
- Experience in Areas of Focus:
 - Zero “incidents” at current operations.
 - Odor mitigation.
 - Meaningful contributor to the community

Other Notables from RVF



2018 CHAMBER OF
COMMERCE NEW
BUSINESS OF THE
YEAR.



MAKE ALL TAX
PAYMENTS ON
TIME.



59 EMPLOYEES
AND GROWING.

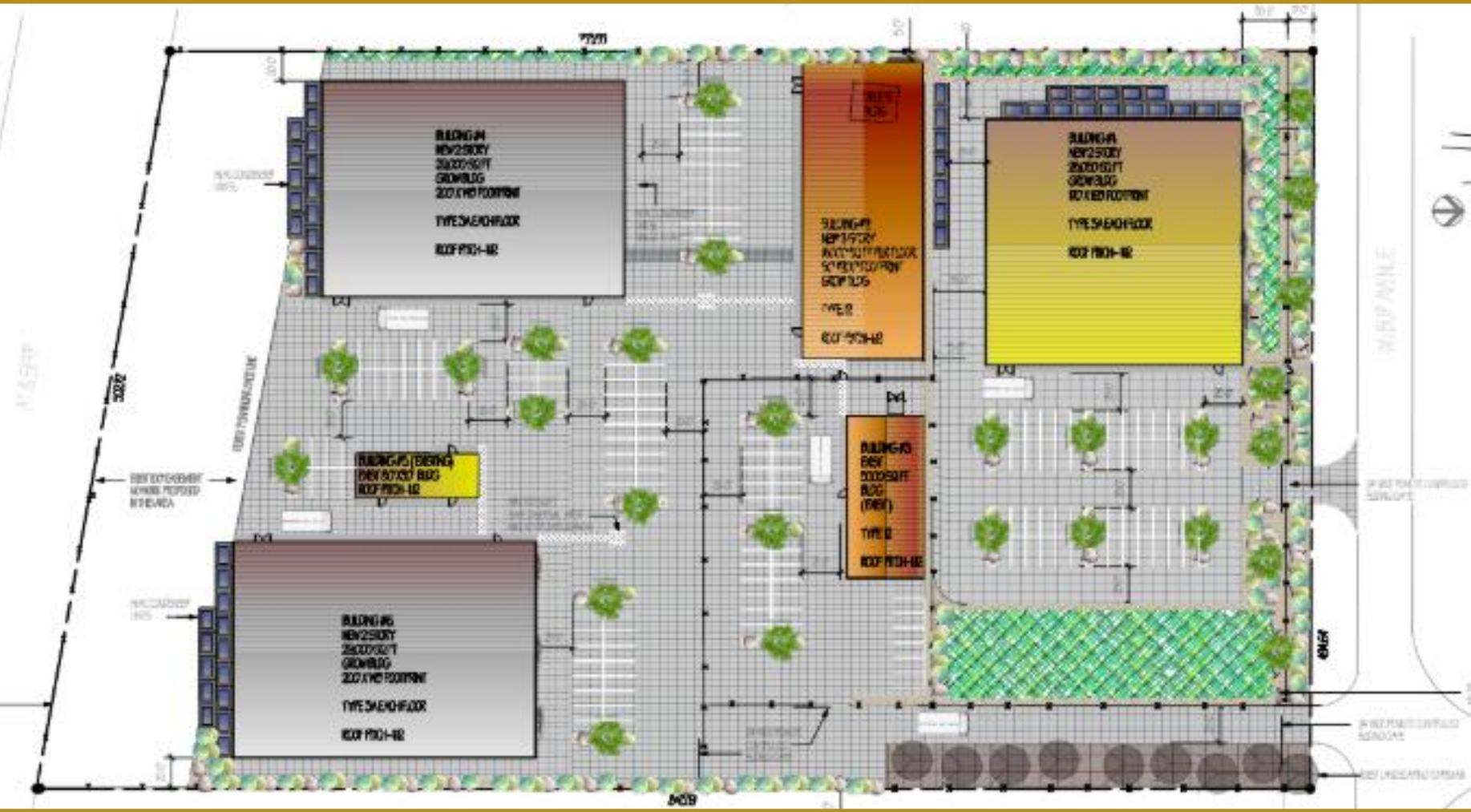


DONATE 1% OF
SALES TO RIO
VISTA FIRST
RESPONDERS.



VARIOUS OTHER
LOCAL CHARITY
INVOLVEMENT.

Our Proposal



Our Path to this Evening

- We are already significantly invested in Antioch.
 - Purchased ~ 9 acre parcel in the green/industrial zone that had limited use, no power, and in disrepair.
 - Completed all the City required paperwork and achieved a “deemed complete” cannabis application for the City of Antioch back in March 2019.
 - Due to the magnitude of our operation, we have paid for and successfully completed a CEQA study.
 - We are excited to be here this evening to continue to move the ball forward on what we believe is a great opportunity for the City, Antioch Residents, and CoCo Farms.

Overview of CoCo Farms

- We are a very different type of cannabis operation than what you have seen before you to date.
 - Type 12 Microbusiness at our core. This represents 10,000 sq ft of indoor Cultivation, Non-Volatile Manufacturing, Distribution, Storefront Retail Sales, and Delivery.
 - Six 3A Indoor Cultivations Sites which will comprise 132,000 sq ft of indoor cultivation.
 - Distribution License

Positive Community Impact

- We are a vertically stacked licensee which enables the following very significant benefits to Antioch. This is a magnitude larger than the basic dispensaries you have approved to date.
 - 1. Real Jobs: Hundreds of jobs vs. tens of jobs.
 - 2. Real Revenue for the City: Millions of dollars annually in license fees and taxes vs. thousands.
 - 3. Real Contributions to City of Antioch First Responders: 0.5% of Gross Sales pledged to the City of Antioch's First Responders which will grow to ~\$1,000,000 per year.
 - 4. Real Contributions to City of Antioch Schools: 0.5% of Gross Sales pledged to Antioch Public Schools which will grow to ~\$1,000,000 per year.

Benefits for Antioch

269 Good-Paying Jobs (a)

Annual “Square Footage”
Fee... \$640,200 (b)

Gross Receipts Fees...
\$6,090,000 (c)

- When all facilities are operational.
- Year 3 following the occupancy of all buildings. \$3 psf x 213,400sf
- When all facilities are operational, based on a 3% third year Fee Rate.

Addressing Concerns

Odor
Control...

We know how to control odor. Our RV facility was certified as “odor free” by Yorke Engineering.

Security...

Zero security incidents in 14 months of operation in RV.

Good for the
Community...

RV Chamber of Commerce New Business of the Year

Benefactor of the RV High School Arts Program

1% of Gross Receipts for First Responders

Timing of the DA

- Our application was deemed complete before the DA was added to the Ordinance.
- Therefore, the City has the legal latitude to permit us to occupy and open without a DA.
- Of course we are agreeing to a DA.
- What we are requesting is permission to occupy and open and then, when the DA is ready, apply it to us retroactive to the date of occupancy.

Risks

- Use Permit Conditions prove to be uneconomical.
- Development Agreement Fees prove to be uneconomical.

Thank You.

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