

SELECTION CRITERIA

	Scoring	Applicant Score
Topic 1 – Business Plan & Qualifications		
(a) Applicant demonstrates financial capacity to capitalize, start up, and sustain business operations.	8	
(b) Applicant demonstrates experience with owning, operating and/or managing a business in a highly regulated industry (min. one year). 'Highly regulated' means subject to regulation by LARA, or a similar regulatory agency (federal or another state).	8	
(c) Applicants demonstrates a history of operating a business (select only one):		
- More than 2 years	2	
- More than 5 years	4	
(d) Applicant presents a proposed customer education plan that will educate customers about rules, regulations, safety precautions, and responsible use relative to marijuana consumption.	5	
(e) Applicant presents a business plan that includes a daily operations schedule and a staffing plan, complete with proposed wages, and employee qualifications/hiring criteria.	6	
(f) Applicant has not been convicted of, or plead guilty or nolo contendere to, any felony offense under state or federal law.	2	
(g) Applicant does not have past due bills or tax liens with the City of Westland or Wayne County.	2	
Subtotal	35	0
Topic 2 - Financial Investment		
(a) Applicant proposes to (select only one):		
- Construct a new building on vacant land; or completely rehabilitate an existing building (such as demolish and rebuild or completely renovate) that is blighted. Describe the cost, conditions, and provide plans.	12	
- Occupy a structure in good condition that is currently unoccupied.	6	
- Occupy a structure in good condition that is currently occupied.	4	
(b) The Applicant will develop and remediate property that is environmentally contaminated as determined by reference to current regulations and guidance from the Environmental Protection Agency (EPA) or the Michigan Department of Environment, Great Lakes, and Energy (EGLE)	8	
(c) The Applicant will be (select only one):		
- The owner and occupant of the property and space where the Marijuana Business will be operated.	5	
- The lessee and occupant of the property and space where the Marijuana Business will be operated.	2	
(d) The quality and detail of the Applicant's renderings, plans, and drawings for the Marijuana Business and any development (select one):		

- Applicant presents professional materials that show the complete proposed project (including the interior and exterior).	10	
- Applicant presents professional materials but does not show the complete project (e.g., only interior or exterior).	5	
(e) The extent to which architectural designs for the building fit into the zoning district and incorporate innovative ideas.	5	
Subtotal	40	0
Topic 3 - Community Benefit/Investment		
(a) Applicant proposes a voluntary plan to invest a specific dollar amount in the community through charitable giving. Can include volunteer work and in-kind giving, but value of such must be given a dollar amount to be considered.	5	
(b) Applicant proposes improvements to the public right of way adjacent to the subject parcel. This can include sidewalk improvements, landscaping installations, art, gateway sign, or lighting or enhancements consistent with DDA efforts.	5	
Subtotal	10	0
Topic 4 - Security & Safety Plan		
(a) Applicant presents a security plan that includes all of the following: - 24/7 indoor and outdoor video surveillance - A plan to deter and prevent theft and unauthorized entrance into the facility - A plan to prevent minors from illegally obtaining any marijuana product	5	
(b) Applicant's odor control plan is detailed and includes all materials and equipment to be used. If you determine that an odor control plan is not needed for your type of marijuana business state why.	5	
(c) Applicant presents a plan to manage inventory and cash on hand with written policies and procedures and software to be used.	5	
Subtotal	15	0
TOTAL	100	0

Topic 1 – Business Plan & Qualifications: 35 points

Topic 2 – Financial Investment: 40 points

Topic 3 – Community Benefit: 10 points

Topic 4 – Security & Safety Plan: 15 points

Total Possible Points: 100 Points

FIRST TIEBREAKER: Highest Score in Topic 2

SECOND TIEBREAKER: Highest Score in Topic 3

THIRD TIEBREAKER: Random Drawing