

The Ohio Department of Commerce conducted a comprehensive, fair, and impartial evaluation of all applications. The review and scoring of Section 2 in the cultivator application evaluated five plans. (See below)

1. **Business Plan:** Seek information on the applicant’s experience in any type of business environment; establish the business model for the proposed cultivation environment; and demonstrate the ability to operate the proposed facility.
2. **Operations Plan:** Seek information from the applicant in the following areas: experience in agriculture/cultivation; proposed cultivation methods and techniques; product timelines and production schedule; marijuana cultivation area layout and environment; proposed strains of marijuana to be cultivated; and standard operation procedures and staffing models.
3. **Quality Assurance Plan:** Establish a plan for packaging and labeling; propose the use of approved pesticides, fertilizers and/or other product control factors; submit inventory control plan; establish disposal and destruction procedures for medical marijuana waste and non-marijuana waste; prepare for the handling of adverse events and recall procedures; and develop a plan for recordkeeping regulatory compliance.
4. **Security Plan:** Establish the methods that will be used for security across the proposed facility and during operations, including surveillance technology, security measures around the physical structure; plot plan and map of the entire facility that includes points of ingress and egress and other restricted access areas; emergency notification procedures; and transportation guidelines and policies.
5. **Financial Plan:** Establish the applicant’s ability to meet the financial responsibility requirements.

TABLE A

Category	Minimum Score (Step 1)	Maximum Score (Step 1)	Conversion Factor	Final Weighted Score
Business Plan	6	10	1.46	14.6
Operations Plan	18	30	2.36	70.8
Quality Assurance Plan	18	30	1.64	49.2
Security Plan	12	20	2.00	40.0
Financial Plan	6	10	2.54	25.4
<b>Total Possible Points</b>		<b>100</b>		<b>200</b>

The scores were calculated using a two-step process. In the first step, a maximum score of 100 points was possible. An applicant must have achieved a minimum score of 60 points and must also have achieved the minimum score (Reference Table A) for each plan (Business, Operations, Quality Assurance, Security and Financial) to be considered a qualified applicant. Applicants failing to meet the minimum score requirements were disqualified.

If the applicant scored at least 60 points and met the minimums required for each plan, they moved on to the second step of the scoring process. In this second step, the Department of Commerce applied a conversion factor to the score from step 1 to arrive at the final weighted score. The maximum possible final weighted score was 200 points.