

## Attachment B - Business Plan Template

### 1. Financial Workbook

1.1	Anticipated startup costs for the build out of the physical location of your facility	
1.2	Anticipated startup costs for any required permits for authorized activities	
1.3	Anticipated startup costs for the first year of utilities that must include, but is not limited to, water, gas, and electricity.	
1.4	Anticipated startup costs for the first year of salaries or wages for initial staffing to begin operations.	
1.5	Anticipated startup costs for the first year of necessary equipment for the cultivation, production, or sale of cannabis and cannabis products.	
1.6	Anticipated startup costs for the first year of track-and-trace, point of sale, testing costs (if applicable) or other technology fees.	
1.7	Anticipated revenue for the first year of initial operations.	
1.8	Anticipated <b>pre-tax profit</b> * for the first year of initial operations.  <i>*To calculate anticipated pre-tax profit, subtract the total from rows A-F from the total in row G.</i>	

## 2. 18-Month Financial Overview

### 2.1. Funding

*Based on the figures you have provided in your financial workbook (Section 1), provide an overview of the steps for raising adequate capital to enable the business to become operational which may include but are not limited to securing a premises, completing a buildout, hiring and training staff, and initiating operations.*

### 2.2. Timeline

*Provide an anticipated timeline to complete each individual step identified and referenced from Section 2.1.*

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### **3. 18-Month Operational Overview**

#### **3.1. Premises and Zoning Compliance**

*Provide an overview of the steps the applicant will take over an 18-month period to secure premises that complies with state and local zoning and planning requirements.*

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### 3.2. Timeline

*Provide associated projected timelines with each step identified in Section 3.1.*

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#### 4. Permits and Registrations

Provide **two (2) specific** permits or registrations relevant to the proposed license type that you may need to complete a buildout and conduct authorized activities of the specific license. Examples of this may include, but are not limited to, zoning approval, building permits, fire, trader's license, sales, and use tax registration (applicable to dispensaries only).

#### 5. Principal Officers

Please list one or more of the Principal Officers for the application. Each principal officer listed should include: (i) Name; (ii) Title; (iii) Roles and responsibilities; and (iv) Direct reports, if applicable. Examples include the Chief Executive Officer, Chief Operating Officer, Chief Financial Officer.

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## **6. Factors for Success**

### **6.1. Preparedness**

*Provide an overview of the applicant's preparedness for working within a complex regulated environment.*

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## 6.2. Aptitude

*Provide an overview of the applicant's aptitude for entrepreneurship or business.*

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### 6.3. Skill Sets

*Provide an overview of the applicant's skill sets that may promote the success of their proposed business.*

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## 7. Sufficient Ability and Experience

*Provide an overview of the applicant's experience in, at minimum, **one (1) of the following five (5) areas:***

- (i) Owning, managing, or founding a business*
- (ii) Working in the cannabis industry*
- (iii) Operating a business that is subject to compliance with laws and regulations*
- (iv) Working with consumer goods, other products, or controlled substances*
- (v) Or other work, education, or volunteer experience that may help your proposed business be successful.*

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## 8. Employee Working Conditions

*Confirm that upon conditional licensing and prior to being granted a full license, the applicant will create and make available to the Administration plans for providing appropriate employee working conditions that must include, at minimum, the **following two (2) elements:***

- (i) Compliance with Maryland wage, payment and employment [standards](#).*
  - (ii) Physical and physiological demands of the workplace pertinent to the license type.*
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Please utilize this space for any supplementary information, and specify the corresponding question number you are referring to (example: Question 6.2 xxxx):

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