

Scoring Instructions	Alternative Treatment Center Request for Applications	Jul-18
Division of Medicinal Marijuana		
Notes for Reviewers		
<p>1. Read each of the applications before beginning the process of assigning scores.</p> <p>2. For electronic submissions, you may mark your scores in the .pdf itself according to the instructions provided. Also mark the scores on a corresponding paper scoresheet.</p> <p>3. Evaluate each application and assign a score up the maximum point value for each measure. Once finished scoring, tally your scores on the paper copy (it automatically adds up electronically)</p> <p>4. On a separate sheet, please provide a short written description to justify the assigned score.</p> <p>5. Applications shall be evaluated against the scoring measures and completeness of responses, not against each other.</p> <p>6. A score of 0 should only be used when the applicant's answer is non-responsive to the measure or criterion, unless otherwise indicated.</p> <p>7. Use only whole numbers in the scoring.</p>		
<u>Measure/Criterion</u>	<u>Scoring Instructions</u>	<u>Total Possible Points</u>
Criterion 1	ATC's ability to meet the overall health and safety needs of qualified patients and the safety of the public.	800
<b>Measure 1: Past business experience</b>	<b>Assess the past business experience of the ATC Entity and its leadership according to the following measures. Note that applicants may include up to 3 references in supporting documentation that are to be considered as a part of these measures.</b>	<b>100</b>
1A: Experience operating a regulated medicinal marijuana business or operating a business in another highly regulated industry	On a scale of 0-25, with 25 representing the highest possible score, assess how experienced the applicant is at working in a highly regulated industry.	25
1B: Contributions toward expanding the body of scientific knowledge related to medicinal marijuana cultivation, manufacturing and dispensing.	On a scale of 0-25, with 25 representing the highest possible score, assess to what extent the applicant has made contributions to expanding the science and evidence base related to the medicinal marijuana industry. In the past, have they developed any new techniques or processes related to the medicinal marijuana supply chain? Have they previously exhibited a commitment to collecting data, and have they contributed data to research projects?	25
1C: Experience in all three aspects of the supply chain: cultivation, manufacturing, and dispensing.	On a scale of 0-25, with 25 representing the highest possible score, assess how experienced the applicant is in all three aspects of the medicinal marijuana supply chain: cultivation, manufacturing and dispensing. Because this RFA is for vertically integrated licenses, applicants will score highest if they have experience in all three aspects.	25
1D: Specific qualifications of board members, owners, and managers including any business or professional accolades related to cultivation, production and dispensing of medicinal marijuana.	On a scale of 0-25 with 25 representing the highest possible score, assess the qualifications of board members, owners, and managers and to what extent they have individual experience related to the medicinal marijuana industry. A high score would represent that an applicant's leadership team has wide-ranging experience in the cannabis industry, and in all three aspects of the supply chain.	25
<b>Measure 2: Business operations plan</b>	<b>Assess the ATC Entity's plan to comply with the following aspects of the Department of Health's program rules for Alternative Treatment Centers. Each section, except otherwise noted, shall be scored out of 10 with 10 representing the highest possible score.</b>	<b>125</b>
2.1A: Recordkeeping and Data Privacy	See 8:64-9.1, 8:64-9.3, 8:64-9.4, 8:64-10.3	10
2.1B: Reporting	See 8:64-9.8 and 8:64-13.3	10
2.1C: Inventory Management	See 8:64-9.9, 8:64-9.10, 8:64-10.1, and 8:64-11.6	10
2.1D: Storage	See 8:64-10.2, 8:64-10.5	10
2.1E: Processing	See 8:64-10.5 and 10.8	10
2.1F: Packaging	See 8:64-10.5 and 10.8	10
2.1G: Transportation	See 8:64-10.11	10
2.1H: Employee Education	See 8:64-9.5	10
2.1I: Patient Education	See 8:64-11.1 and 8:64-11.2	10
2.1J: Disaster Recovery	See 8:64-9.1(a)5	10
2.2: Mobilization Plan	Review the applicant's mobilization plan for (1) completeness, (2) whether or not their assumptions seem realistic and achievable, and (3) whether they have effectively demonstrated they can be operational in a reasonable amount of time. Score on a scale of 0-25 with 25 representing the highest possible score.	25
Measure 3: Safety and Security Plan	On a scale of 0-100, evaluate the applicant's safety and security plan, with 100 representing the highest possible score. A score of 100 would represent an applicant that demonstrates compliance with all applicable program rules but also goes above and beyond to provide security, prevent diversion, and protect public safety. For applicable program rules, see: 8:64-9.7, 9.8, 10.2, 10.4, 10.5, and 10.11.	100
<b>Measure 4.1: Cultivation Operations</b>	<b>Assess the ATC Entity's proposed cultivation operations.</b>	<b>150</b>
4.1A: Detailed summary of practices, policies and procedures related to the cultivation of medicinal marijuana	On a scale of 0-20, with 20 representing the highest possible score, assess the applicant's proposed cultivation operation. Highest scores should demonstrate a proficiency in and the application of industrial cultivation techniques that are rooted in evidence and experience.	20
4.1B: Knowledge of botany, horticulture, and phytochemistry and the application of those sciences in the cultivation of medicinal marijuana.	On a scale of 0-30, with 30 representing the highest possible score, assess the applicant's knowledge and application of the sciences related to the cultivation of medicinal marijuana. Highest scores should demonstrate proficiency in all three scientific areas, and a solid application of those sciences in their proposed cultivation operation. As one example, related to phytochemistry, a high score will demonstrate the ability to measure the chemical compounds in medicinal marijuana (terpenes) and produce medicinal marijuana with more standardized terpene levels across different batches/crops of the same strain.	30
4.1C: Plan to scale operations to meet increasing demand, including initial cultivation capacity in square feet and total cultivation capacity in square feet.	On a scale of 0-10, assess the applicant's ability to scale their operations as demand increases. High scores will demonstrate that they have a coherent, evidence-driven plan to scale capacity, and have that capacity in terms of space in the proposed facility. However, while applicants should demonstrate the ability to scale, size should not be the only measure of a high score in this section. Reviewers should assess the validity of the plan as best as they can, and provide a score based on the reasoning presented by the applicant. In short - evaluate the plan's <u>quality</u> and <u>quantity</u> .	10

4.1D: Estimate the time needed to produce the first full crop of medicinal marijuana, including projected size of that crop, and reasoning for the estimates.	On a scale of 0-10, assess the applicant's estimates and time frame for producing a first crop of medicinal marijuana. Here, reviewers should lean most heavily on speed and size to determine the score, as well as whether or not their estimates are well reasoned. 10 represents the highest score, an applicant that can produce a sizable first crop quickly - but is not unrealistic. In ideal conditions, 3-4 months is expected for a full crop to be cultivated, cured, and ready for dispensing.	10
4.1E: Quality assurance, quality control, and testing protocols to assess medicinal marijuana for potential contamination.	On a scale of 0-20, with 20 representing the highest possible score, assess the applicant's plans for quality assurance, quality control, and lab testing related to cultivated marijuana. A score of 20 represents an applicant that goes above and beyond what is required, has plans to test every batch of cultivated medicinal marijuana internally, and has extensive QC and QA processes.	20
4.1F: Methods to control insects that do not include the application of pesticides.	On a scale of 0-10, with 10 representing the highest score, assess the applicant's pest control plans. Applicants scoring the highest will have a detailed plan for pest control. Note that applicants may use FIFRA 25(b) exempt products. Eligible products can be found on the EPA's website.	10
4.1G: Methods to prevent and minimize plant disease.	On a scale of 0-10, with 10 representing the highest score, assess the applicant's plans to minimize plant disease. Applicants scoring the highest will have a detailed plan for minimizing plant disease, including how to reduce the prevalence of fungus and bacteria.	10
4.1H: Methods and practices related to odor mitigation, sanitation and airflow.	On a scale of 0-10, with 10 representing the highest score, assess the applicant's plans to reduce odor from cultivated marijuana, keep the facility clean, and ensure adequate airflow. Applicants scoring the highest should have a detailed plan to address this section.	10
4.1I: Plans to collect data on cultivated marijuana to further scientific research.	On a scale of 0-15, with 15 representing the highest score, assess the applicant's plans to collect data on cultivated marijuana. Highest scores will be collecting data on all aspects of the cultivation operation, including the chemical makeup of the product: light exposure, nutrient profile, humidity, temperature, cannabinoid profile of final product, terpene profile of final product and have a clear plan to utilize that data for scientific purposes.	15
4.1J: Floor Plan of Cultivation Space	On a scale of 0-15, assess the detail of the floor plan provided. Applicants providing a floor plan that is well detailed, well-thought-out and corresponds to their cultivation plans should receive 15/15.	15
<b>Measure 4.2: Manufacturing/Processing Operations</b>	<b>Assess the ATC Entity's manufacturing operations</b>	<b>75</b>
4.2A: Detailed summary of practices, policies and procedures for manufacturing medicinal marijuana products.	On a scale of 0-20, with 20 representing the highest possible score, assess the applicant's proposed manufacturing operation. Highest scores should demonstrate a proficiency in and application of Good Manufacturing Practices (GMP), proficiency in producing food grade products free from contamination, and appropriate methods to ensure patient safety -- like recall procedures.	20
4.2B: Detailed summary of the products the applicant intends to manufacture, including information on ingredients (both active and inactive), cannabinoid profile, and dosing and administration method.	On a scale of 0-20, with 20 representing the highest possible score, assess the applicant's proposed products. Note that the products considered need not be compliant with the current limitations on forms (lozenges, oils, topical formulations for adults; tablets, capsules, drops or syrups for minors). Highest scores will provide a wide variety of medicinal products, including those that aren't currently available on NJ's market. They will also have an array of cannabinoid profiles, i.e. high scores should have both high THC, and high CBD products. The highest scores will also utilize terpenes in their manufactured products.	20
4.2C: Quality control, quality assurance and testing of medicinal marijuana products for potential contamination.	On a scale of 0-20, with 20 representing the highest possible score, assess the applicant's quality control, quality assurance and internal testing protocols. The highest scores shall have detailed methods for QC and QA, will have internal testing capabilities as well as plans to rely on third party lab validation.	20
4.2D: Floor plan of manufacturing space.	On a scale of 0-15, assess the detail of the floor plan provided. The highest scores shall be given to applicants providing a floor plan that is well detailed, well-thought-out and corresponds to their manufacturing plans.	15
<b>Measure 4.3: Dispensary Operations</b>	<b>Assess the ATC Entity's dispensary operations</b>	<b>75</b>
4.3A: Detailed summary of practices, policies and procedures for the dispensing of medicinal marijuana to qualified patients.	On a scale of 0-20, with 20 representing the highest possible score, assess the ATC Entity's proposed dispensary operations. Highest scores will not only demonstrate compliance with 8:64-11, but go above and beyond Department requirements in those sections, particularly related to patient education.	20
4.3B: Description or examples of patient education and counseling materials and practices.	On a scale of 0-20, with 20 representing the highest possible score, assess the ATC Entity's educational and counseling materials. Highest scores will demonstrate a commitment to communicate scientific evidence to patients adequately explain potential side effects, and provide information in an easy to understand manner.	20
4.3C: Employee education procedures for dispensary and other patient-facing staff members.	On a scale of 0-20, with 20 representing the highest possible score, assess the ATC Entity's proposed plans for educating patient-facing staff members and ensuring that qualified patients are properly educated as to the effects and side-effects of medicinal marijuana. Highest scores will demonstrate a commitment to a medical model of patient care and customer service, as well as compliance with program rules (see 8:64-11.1 and 8:64-11.2).	20
4.3D: Floor plan of dispensary, including interior renderings.	On a scale of 0-15, assess the detail and aesthetics of the floor plan and dispensary renderings. The highest scores shall be given to applicants providing a floor plan that is well detailed, well-thought-out and corresponds to their dispensary plans, as well as dispensary renderings that show a well-designed, pleasing customer-focused environment.	15
<b>Measure 5: Financial Suitability and Sustainability</b>	<b>Assess the financial suitability and sustainability of the ATC applicant</b>	<b>100</b>
5A: Business plan summary and projected expenses and revenues for a 5 year period.	On a scale of 0-25 with 25 being the highest possible score, assess the business plan summary and projected expenses for a 5 year period. The highest scores will be well thought out and organized, well supported by data/experience, make a strong case for why the applicant believes the business will be successful, and present realistic financial projections.	25
5B: Evidence of access to sufficient capital to support the proposed ATC's startup and operations.	On a scale of 0-25 with 25 being the highest possible score, assess whether or not the ATC Entity has demonstrated sufficient access to capital to support the business. Highest scores will not only demonstrate enough capital to support a start-up business, but also an ongoing access to capital to fund expansions, cover revenue shortfalls, and provide for other financial contingencies.	25
5C: Certified financial statements (audited or reviewed)	On a scale of 0-25 with 25 being the highest possible score, assess the completeness of the financial data provided by the ATC Entity. This is a measure of financial viability as well as transparency. Highest scores will provide a wide breadth of financial data either related to the ATC Entity itself, or to related entities or investors in the entity. Additionally, that data will confirm/support the case made in measures 5A and 5B.	25
5D: Record of past business taxes paid to federal, state and local governments.	On a scale of 0-25, with 25 being the highest possible score, evaluate the extent the ATC Entity, related entities, and individuals involved in the ATC Entity have experience paying business taxes in a timely and accurate manner. Highest scores will demonstrate extensive experience timely paying business taxes.	25

<b>Measure 6: Value and affordability</b>	<b>Assess the ATC Entity's plans for value and affordability for qualified patients.</b>	<b>50</b>
6A: Cost-effective production of medicinal products	On a scale of 0-10, with 10 representing the highest possible score, assess how well the applicant has demonstrated its products will be cost-effective. Cost-effective refers to the cost of products in relation to similar products on the market as well as competing treatments. For example, high scores will demonstrate that its products are cheaper than other medicinal marijuana available in NJ, as well as cost-effective in relation to other treatments, like opioids for chronic pain.	10
6B: Affordability with respect to patient populations	On a scale of 0-10, with 10 representing the highest possible score, assess how well the applicant has demonstrated its products will be affordable for patients. The highest possible scores will present market research that represents an understanding of who New Jersey's patients are and what they can afford. Currently, over 4 in 10 patients rely on government assistance and therefore have limited income.	10
6C: Discount programs for seniors, veterans and patients on government assistance.	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's proposed discount plans for various groups of patients. Highest scores will demonstrate that their discounts are more than the industry average and will make the product affordable for certain patient populations. Industry average is about 20%.	10
6D: Implementation of a free or significantly reduced cost program for the indigent.	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's plans to provide medicinal marijuana to patients who are indigent. High scorers will provide comprehensive plans for a charity care program that covers the cost of product for such patients.	10
6E: Pricing plan for proposed products	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's proposed price list. Highest scores will be competitively priced and align with the narrative provided for other Measure 6 responses.	10
<b>Measure 7: Diversification</b>	<b>On a scale of 0-25, with 25 being the highest possible score, assess the extent to which the ATC Entity will improve competition and diversification in NJ's medicinal marijuana field. The highest scores will represent new investment and new people (as compared to current ATCs), should represent a clear expansion of access based on their location, and should clearly articulate as such in their response to this measure.</b>	<b>25</b>
<b>Criterion 2</b>	<b>ATC's Support for New Jersey Communities and Local Participation</b>	<b>150</b>
<b>Measure 1: Support for, or ties to communities in New Jersey and local engagement.</b>	<b>Assess the extent to which the ATC Entity has ties to the local community, participates in the local community, and has demonstrated a commitment to bettering New Jersey. Note that applicants may include up to 3 letters of support in supporting documentation that are to be considered as a part of these measures.</b>	<b>50</b>
1A: Business investment and corporate history	On a scale of 0-10, with 10 representing the highest possible score, assess the extent to which the applicant has demonstrated a history of doing business in New Jersey and investing in the industry in this state. The highest scores will have strong business history in NJ, and have a marked commitment to investing here.	10
1B: Involvement with non-profits and community organizations	On a scale of 0-10, with 10 representing the highest possible score, assess the extent to which the applicant has demonstrated involvement with local non-profits and community organizations. The highest scores will have significant involvement in charitable and community organizations in New Jersey.	10
1C: Record of NJ residency	On a scale of 0-20, with 20 representing the highest possible score, assess the record of residency for owners, board members, officers and managers involved in the ATC Entity. A 20 represents that all individuals involved in the ATC entity currently live in NJ, and have for quite some time (5+ years). The lowest scores will represent that the ATC Entity is made of up all individuals without current NJ residency, and with no history of having lived in NJ.	20
1D: Plans to ensure representation of the local community among employees of the ATC.	On a scale of 0-10, with 10 representing the highest possible score, assess the ATC Entity's proposal to hire from the local community. Highest scores should go to applicants that have demonstrated a coherent plan to ensure the economic benefits of the ATC go into their local community.	10
<b>Measure 2: Corporate Social Responsibility</b>	<b>Assess the ATC Entity's ability to operate as a socially responsible, diverse and equitable entity.</b>	<b>50</b>
2A: Diversity in the workforce	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's proposal to ensure they employ a diverse workforce. Highest scores will have hiring plans that promote diversity in all aspects of the organization.	10
2B: Competitive compensation and benefits to employees, including ways to gain equity in the company	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's proposal to pay a competitive rate to employees and additional benefit offerings. Highest scores will show that applicants intend to pay a living wage, provide opportunities for employees to gain equity in the company, and offer a full range of benefits.	10
2C: Reduction of environmental impacts of cultivation/manufacturing facility.	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's proposal to reduce environmental impacts. Highest scores will demonstrate a recognition of the power needs of the cultivation facility, the extent of the waste produced, and will include innovative practices for reducing the environmental footprint of that facility.	10
2D: Community education about proposed ATC	On a scale of 0-10 with 10 representing the highest possible score, assess the applicant's education plan for the local community. Highest scores will present a coherent plan to engage the community through events or other means, provide educational materials to community members, and address their concerns.	10
2E: Collective bargaining agreements	On a scale of 0-10 with 10 representing the highest possible score, assess the applicant's experience or plans related to collective bargaining agreements. The highest scores will demonstrate experience with or openness to a unionized workforce, and a willingness to negotiate a collective bargaining agreement should their workforce unionize.	10
<b>Measure 3: Corporate Diversity</b>	<b>Assess the ATC Entity's corporate diversity.</b>	<b>50</b>
3A: Involvement of women, minorities and veterans in the ownership, board and management of the proposed ATC.	On a scale of 0-25, assess the extent to which the ATC Entity involves women, minorities and veterans in its ownership and other key decision making roles. A score of 25 represents that the ownership, board and management is comprised entirely of minorities, women and veterans. A score of 0 means that there is no representation of women, minorities or veterans in the ownership, board and management of the proposed ATC.	25

3B: Any certifications or designations establishing the business is women-owned, minority-owned, or veteran-owned.	Is the ATC Entity certified by any state agency or the federal government as being women-owned, minority-owned, or veteran-owned? Applicants with higher numbers of certifications should score higher in this section, but relative to the applicant pool. If an applicant has no certifications, then they shall score 0 in this section.	25
<b>Criterion 3</b>	<b>ATC's ability to produce and maintain appropriate research data.</b>	<b>50</b>
<b>Measure 1: Commitment to research</b>	<b>Assess the ATC Entity's commitment to research. Note that applicants may include up letters in supporting documentation to validate research partnerships that are to be considered as a part of these measures.</b>	<b>50</b>
1A: Past experience with clinical research, especially related to medicinal marijuana.	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's experience with clinical research. The highest scores would represent significant experience in clinical research related to medicinal marijuana, and the lowest scores would represent no experience with clinical research at all.	10
1B: Contributions and experience relative to expanding the science of medicinal marijuana	On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's contributions to expanding the science of medicinal marijuana. Highest scores will have a track record of providing data, funding and other means to support scientific research, as well as ties to the national and international research communities.	10
1C: Ties to clinical research community in NJ and in other jurisdictions.	On a scale of 0-10, with 10 representing the highest score, assess the extent of the applicant's ties to clinical research both in NJ and in other jurisdictions. Highest scores will have an extensive history of partnerships with researchers.	10
1D: Partnerships with NJ medical schools.	On a scale of 0-10, with 10 representing the highest score, assess the extent of the applicant's partnerships with New Jersey medical schools. The highest scores will have a partnership in place with the clear expectation to undertake research projects should the applicant receive a permit.	10
1E: Plans to dedicate funding and/or other resources for research.	On a scale of 0-10, with 10 representing the highest score, assess the extent to which the applicant is proposing to provide funding or other resources for research. Highest scores will show an extensive commitment of funding and staff time to support research projects.	10