

Notes for Reviewers:

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 2. Evaluate each application and assign a score up the maximum point value for each measure.
 3. On your scoresheet, enter in the assigned score for each measure.
 4. Only score the measures which you are assigned.
 5. Applications are to be evaluated against the scoring measures and completeness of responses, not against each other.
 6. As a general rule, reviewers should look for completeness in responses, relevance to the measure instructions, clear and measurable plans and goals for the proposed business, and a demonstration of clear value to the patient population the applicant is seeking serve.
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7. A score of 0 should only be used when the applicant's answer is non-responsive to the measure or criterion, unless otherwise indicated.
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<u>Measure/Criterion</u>	<u>RFA Instructions</u>	<u>Scoring Instructions</u>	<u>Total Possible Points</u>
Criterion 1	Ability to meet the overall health needs of qualified patients and safety of the public.		
Measure 1: Security Plan	The applicant shall provide an acceptable safety and security plan, including staffing and site plan, and a detailed description of proposed security and safety measures, which demonstrates compliance with the rules at <u>N.J.A.C. 8:64</u> .	On a scale of 1-10, evaluate the applicant's safety and security plan, with 10 representing the highest possible score. A score of 10 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.	10
Measure 2: Environmental impact plan	The applicant shall provide a plan explaining how the proposed ATC would minimize negative environmental impacts.	On a scale of 1-10, evaluate the applicant's environmental impact plan, with 10 representing the highest possible score. A score of 10 would represent an applicant that is highly knowledgeable and transparent about the environmental impacts of ATCs -- like energy needs, waste, odor, water use, light pollution -- and have demonstrated a clear plan for mitigating any negative impacts. The environmental impacts vary between dispensaries, cultivation sites and manufacturing.	10
Measure 3: Quality control and quality assurance plan	The applicant shall provide a quality control and quality assurance plan that illustrates how the proposed ATC will maintain and verify product quality and protect the health and well-being of qualified patients.	On a scale of 1-10, evaluate the applicant's quality control and quality assurance plan, with 10 representing the highest possible score. A score of 10 would represent an applicant that demonstrates a commitment to high quality products and processes and has presented a plan to not only assess the quality of products either produced or sold by the business, but also a plan to continually assess and improve all the processes related to the production and sale of said products. The QA/QC plan may vary between dispensary, manufacturing and cultivation.	10
Criterion 2	History of compliance with regulations and policies governing government-regulated marijuana programs.		
Measure 1: Background of principals, board members, and owners	Applicants shall provide an overview of experience of principals, officers, and owners, in operating a regulated cannabis business, or operating a business in another highly regulated industry, such as healthcare, insurance, financial services, pharmaceuticals, or energy.	On a scale of 1-20, with 20 representing the highest possible score, assess how experienced the applicant is at working in a highly regulated industry. High scorers will demonstrate a high level of experience in either the cannabis industry or other highly regulated industries where compliance is a critical part of an organization's success, and will clearly demonstrate how their experience is applicable to the application. Scorers are instructed not to advantage cannabis industry experience over other highly-regulated industries, however, all applicants must demonstrate they have a proven track record working in highly regulated environments. For this measure, scorers should also look back to Part A, Question 20, to cross-reference the list of people provided with the full list of owners, board members and principals of the entity in Criterion 2, Measure 1 (Background of principals, etc.). If individuals are not listed in Part A, Question 20, but reported as part of this measure, those individuals should not be accounted for in the scoring.	20
Criterion 3	Ability and experience of applicant in ensuring an adequate supply of marijuana.		

Measure 1: Financing plan

Applicants shall provide a description and evidence of all funding sources pledged to the ATC, to be evaluated on transparency, suitability and overall adequacy of funding.

On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's financing plan. High scorers will demonstrate a plan for financing their operations that exhibits a high level of transparency as to the source(s) of their funding, provides concrete evidence they have funding ready and available (shows, not only tells), and provides a rational, evidence-based explanation as to why the funding amount is sufficient to operate their proposed business.

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Criterion 4

Community Support and Participation.

Measure 1: Ties to the local community

Applicants shall provide a list of all owners, officers, board members, and principals that have resided in NJ for at least 2 years, and supply proof of their residency.

On a scale of 1-20, with 20 representing the highest possible score, assess their ties to the local community through the history of the residency of the owners, officers, board members and principals of the proposed business. The highest possible score would be a business that is made up of individuals who have all lived in NJ for the past 2 years and that has submitted enough documentation to prove that residency. For acceptable proofs of residency, please refer to N.J.A. 8:64-1.2, under "Proof of Residency". Applicants should not only be judged on the extent to which their business has ties to NJ, but also on the overall suitability of the evidence they provided. The more concrete proof, the better. For this measure, scorers should also look back to Part A, Question 20, to cross-reference the list of people provided with the full list of owners, board members and principals of the entity. Scorers should only take into account individuals listed on Part A, Question 20.

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Criterion 5

Ability to provide appropriate research data.

Measure 1: Research contributions

Applicants shall provide evidence of past contributions – in the form of cited original and published work – to expanding clinical and scientific research related to medical cannabis or the debilitating medical conditions that can be treated with medical cannabis.

On a scale of 0-10, with 10 representing the highest possible score, assess the applicant's past research contributions. Research contributions for this measure are defined as original work (i.e. produced by an individual associated with the applicant) that is published and for which a citation is provided. The highest possible scores will be given to applicants that demonstrate a track record in getting research published in academic, peer-reviewed journals on medical cannabis. For this measure a 0 is not only non-responsive, but is also attributable to an applicant that has no connections to published research and no plans to conduct research in the future.

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<u>Measure/Criterion</u>	<u>RFA Instructions</u>	<u>Scoring Instructions</u>	<u>Total Possible Points</u>
Criterion 6	Experience in cultivating, manufacturing, or dispensing marijuana in compliance with government-regulated marijuana programs.		
Measure 1: Cultivation plan	Applicants for cultivation endorsements and vertically integrated permits shall provide an overview of practices, policies and procedures for the cultivation of medical cannabis, including the following: Overall practices, policies and procedures related to the cultivation of medical cannabis.	See below. On a scale of 1-20, 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. They should exhibit both the technical know-how to build and execute a cultivation operation of the scope/size proposed in the application, but also a high-level attention to detail, process, and results.	100
6.1.1	Experience in botany, horticulture, and phytochemistry and the application of those sciences in the cultivation of medicinal marijuana.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's knowledge, experience and application of the sciences related to the cultivation of medicinal marijuana. Highest scores should demonstrate proficiency and education in all three scientific areas, a solid application of those sciences in their proposed cultivation operation, and a track record of success in prior endeavors.	20
6.1.2			20

	Methods to control insects that do not include the application of pesticides.	On a scale of 1-20, with 20 representing the highest score, assess the applicant's pest control plans. Applicants scoring the highest will have a detailed plan for pest control that does not involve pesticides or herbicides, includes evidence-based preventative measures and constant surveillance throughout the life cycle of the plant. Note, however, that applicants may use FIFRA 25(b) exempt products. A list of eligible products will be provided to scorers of this section.	
6.1.3	Methods to prevent and minimize and test for plant disease and other contamination.	On a scale of 1-20, with 20 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. The plan should include processes for testing cannabis at different stages, potential remediation steps in the case of disease in plants, and evidence-based practices for prevention.	20
6.1.4	Methods and practices related to odor mitigation, sanitation and airflow, and employee safety in cultivation environments.	On a scale of 1-20, with 20 representing the highest score, assess the applicant's plans to reduce odor from cultivated marijuana, keep the facility clean, ensure adequate airflow, and keep employees safe in cultivation environments. Applicants scoring the highest should have a detailed plan to address all aspects of this measure, provide evidence for each proposed method, and provide for measures to ensure ongoing effectiveness.	20
6.1.5			20
Measure 2: Manufacturing plan		See below.	
	Applicants for vertically integrated permits shall provide an overview of practices, policies and procedures for manufacturing medicinal cannabis products, including the following:		
	Overview of practices, policies and procedures for manufacturing medicinal cannabis products.	On a scale of 1-20, 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. High scorers will also demonstrate that they have a team in place with a strong background in laboratory science.	100
6.2.1	Experience/education in biochemistry, laboratory science, engineering and cannabinoid extraction methods.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's knowledge, experience and application of the sciences related to the manufacturing of medicinal marijuana products. Highest scores should demonstrate proficiency and education in relevant scientific areas, a solid application of those sciences in their proposed manufacturing operation, and a track record of success in prior endeavors.	20
6.2.2			20

	Description 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 1-20, with 20 representing the highest possible score, assess the applicant's proposed products. Highest scores will provide a wide variety of medicinal products, including those that aren't currently available on NJ's market, and will tie their product offering to the needs of patients. They will also have an array of cannabinoid profiles, i.e. both high THC, and high CBD products, as well as low-dose products. Scorers should look for a wide-variety of offerings including but not limited to lozenges, ingestible forms, tinctures, concentrates, and topical formulations. All ingredients should be food grade and proven safe for consumption.	
6.2.3	Methods to prevent and test for contamination in extracted products.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's internal testing protocols and methods to ensure products are not contaminated and to test for potential contamination. The highest scores will have internal testing capabilities as well as plans to rely on third party lab validation and will have processes to ensure that extracted products are free from contaminants like bacteria, mold, fungus, heavy metals, solvents and residual chemicals from the extraction process.	20
6.2.4	Health and safety standards for lab employees.	On a scale of 1-20, with 20 being the highest possible score, assess the applicants health and safety standards for lab employees. Highest scorers will have detailed safety standards and procedures, at least 1 designated staff member responsible for ensuring safe working conditions at all times, and will demonstrate a strong commitment to a safe laboratory environment.	20
6.2.5			20
Measure 3: Dispensary plan	Applicants for dispensary endorsements and vertically integrated permits shall provide an overview of practices, policies and procedures for dispensing medical cannabis to qualified patients, included the following:	See below.	
	Overview of practices, policies and procedures for dispensing medical cannabis to qualified patients.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant'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.	100
6.3.1	Experience/education in the treatment of patients with qualifying health conditions.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's background in the treatment of qualifying health conditions. Highest scores on this measure will have a multi-disciplinary team leading the ATC with experience treating the medical conditions for which cannabis is available in New Jersey that goes beyond simply operating a cannabis dispensary. Scorers should look for both experience (professional history) and education (schooling and professional development). Highest scorers would involve traditional health care providers and/or pharmacists vs. just employing and training "bud-tenders."	20
6.3.2			20

6.3.3	Patient education and counseling methods.	On a scale of 1-15, with 15 representing the highest possible score, assess the applicant's plans for patient education and counseling methods. Highest scores will have plans to adequately educate patients about the benefits AND risks of cannabis use, will demonstrate the use of evidence-based techniques to assist patients, and will demonstrate a clear methodology for helping patients determine which products will be most effective for their specific treatment.	15
6.3.4	Employee education procedures for patient-facing staff members.	On a scale of 1-15, with 15 representing the highest possible score, assess the applicant'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).	15
6.3.5	Plans to recruit and educate health care professionals regarding the dispensing of medical cannabis to qualified patients.	On a scale of 1-15, with 15 representing the highest possible score, assess the ATC Entity's plans to recruit and educate health care professionals regarding the dispensing of medical cannabis to qualified patients. Highest scores will demonstrate experience in the education of physicians, advanced-practice nurses, and physician assistants and provide a concrete, measurable plan for outreach.	15
6.3.6	Explanation of how the proposed dispensary location expands access to patients and caregivers.	On a scale of 1-15, with 15 representing the highest possible score, assess the extent to which the proposed location expands access to patients and caregivers. Scorers should evaluate the explanation provided by the entity, but also look at data provided by the Department to assist in this measure.	15

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Criterion 7	Workforce and job creation plan, including plans to involve women, minorities and military veterans in ATC ownership, management and experience with collective bargaining in cannabis industries.		
Measure 1: Labor Peace Agreement	Applicants shall provide a signed labor peace agreement that includes provisions to ensure the cultivation, manufacturing and dispensing of medical cannabis will not be disrupted by labor-related disputes. Failure to provide a signed agreement will result in a score of 0 for this measure.	Pass/Fail - For this measure, the scorer shall assess two factors. 1) Did the applicant supply a signed labor peace agreement with a labor union? 2) Does the signed labor peace agreement include provisions to ensure that the operations of the proposed business will not be disrupted by labor-related disputes? If the answer to both those questions is "YES" the applicant shall receive the full 30 pts. If the applicant does not supply a labor peace agreement, or the labor peace agreement lacks provisions to prevent labor-related work stoppages, then the applicant shall receive 0 for this measure.	30
Measure 2: Labor Compliance Plan	Applicants shall provide a plan to comply with labor laws (including but not limited to the Fair Labor Standards Act, the Occupational Safety and Health Act, the Migrant and Seasonal Agricultural Worker Protection Act, the National Labor Relations Act, and other applicable state laws), and an overview of their experience related to collective bargaining and/or accommodating the rights of workers.	On a scale of 1-20, with 20 representing the highest possible score, the scorer shall assess the applicants plan to comply with state and federal labor laws, as well as their experience in collective bargaining and/or accommodating the rights of workers. Highest scorers will demonstrate exceptional knowledge of the labor requirements that must be followed by employers in New Jersey, and will demonstrate a commitment to a safe workplace and to accommodating the rights of workers either through experience in collective bargaining or other means. Please note that highest scorers do not necessarily need to demonstrate experience in collective bargaining provided they can demonstrate a strong history in accommodating the rights of workers (note the "and/or" in measure description).	20
Measure 3: Minority-owned, women-owned or veteran-owned business certification	Applicants shall provide a copy of the certification(s) issued by the Department of the Treasury, Division of Revenue which verifies MBE/WBE certification or VOB certification, or evidence that the applicant would otherwise meet the MBE/WBE certification or VOB certification requirements once generating revenue. Applicants with a certification will receive the full 30 pts. Applicants that provide evidence of meeting the criteria in the future shall receive partial credit, based on the strength of the evidence. The selection committee shall take into account related entities for this measure.	On a scale of 1-30, with 30 representing the highest possible score, assess whether or not the applicant has supplied a certification from the New Jersey Department of the Treasury, Division of Revenue and Enterprise Services, proving the business is minority-owned, women-owned, or veteran-owned (including disabled-veteran owned). If an applicant provides one or more of the certifications, they shall receive the full 30 pts. If the applicant fails to supply a certification because they are a brand new entity with no revenue, but supplies evidence they may meet the criteria once generating revenue, the scorer can result in partial credit (up to 25 pts) based on the strength of the evidence provided. A score of 0 should be only be given to applicants with no certification and that submitted no evidence supporting their ability to qualify in the future, or their involvement of minorities, women or veterans in their leadership. In lieu of a certification, scorers should consult Part A, Question 20 when assessing this measure. Individuals not listed on Part A, Question 20 should not be considered in the evaluation of this measure.	30
Measure 4: Workforce and job-creation plan	Applicants will be scored on the extent to which they will involve individuals from socio-economically disadvantaged communities, individuals disproportionately impacted by enforcement of drug laws, and people with disabilities in the ownership, management and staffing of the proposed ATC.	On a scale of 1-20, with 20 representing the highest possible score, assess the applicant's workforce and job creation plan. Highest scorers will demonstrate a strong workforce development plan that targets individuals from socio-economically disadvantaged communities, individuals disproportionately impacted by the enforcement of drug laws and people with disabilities in the ownership, management and staffing of the proposed ATC. Highest scorers should have strong outreach and education plans, demonstrate that they have done research on what areas and communities in New Jersey to target, and demonstrate a commitment to employing a diverse set of individuals in the proposed ATC.	20