

Facility License Application Scoring Guide – Questions for All Facility Types

All questions are scored from 0 to 10 points, with some questions having options of only 0 or 10 points, and other questions having options of 0, 4, 7 or 10 points. **The Evaluation Criteria Scoring Table should be followed in all instances:**

Evaluation Criteria Scoring Table	
Answer	Points
Question on 0-10 Point Scale	
Unsatisfactory - Response fails to meet minimum expectations; has significant weaknesses and lacks detail and/or clarity; little or no confidence in the proposed approach or ability to fulfill claims.	0
Satisfactory - Response meets minimum expectations; offers no significant benefits beyond the minimum expectations; no significant weaknesses exist; reasonable confidence in the proposed approach or ability to fulfill	4
Superior - Response offers some benefits beyond the minimum expectations; no material weaknesses exist; confidence in the proposed approach or ability to fulfill claims.	7
Distinctive - Response promises significant benefits beyond the minimum expectations; answer presents innovative, and/or best-in-class solutions; high confidence in the proposed approach or ability to fulfill claims.	10
Satisfactory / Unsatisfactory	
Satisfactory - Response meets minimum expectations; no significant weaknesses exist; reasonable confidence in the proposed approach or ability to fulfill claims.	10
Unsatisfactory - Response fails to meet minimum expectations; has significant weaknesses and lacks detail and/or clarity; little or no confidence in the proposed approach or ability to fulfill claims.	0
Yes / No	
Yes (when a preferred response) - Response indicates assent or agreement.	10
No (when an undesirable response) - Response indicates negation, dissent, or denial.	0
No / Yes	
No (when a preferred response) - Response indicates negation, dissent, or denial.	10
Yes (when an undesirable response) - Response indicates assent or agreement.	0

Except where otherwise expressly indicated, questions 1-68 should be answered by all applicants.

Numbered Questions 1-68

1. This question is scored on a sliding ten point scale based upon information contained in attachments. Note that information is requested only for principal officers and managers, not for other owners or persons of interest whose names may appear elsewhere in the application materials.

2. This question is scored on a sliding ten point scale based upon information contained in attachments. Note that information is requested only for principal officers and managers, not for other owners or persons of interest whose names may appear elsewhere in the application materials.

3. This question is scored on a sliding ten point scale based upon a narrative response of up to 500 words. An FAQ response was published as follows: This question appears in a set of questions related to experience of principal officers and managers, and the intent of this question is to gather more information about that group of individuals. The “your” in the first sentence of the question refers to principal officers and managers. It will be up to the applicant to determine what previous business experience of principal officers and managers will contribute to the success of the new medical marijuana business. The list requested in the second sentence is asking for the legal business name and address of each of the businesses referenced in answer to the first sentence of the question if those businesses were operated or managed by the principal officer or manager.

4. This question is scored on a sliding ten point scale based upon a narrative response of up to 500 words.

5. An answer of “No” should automatically receive 10 points without the need for further explanation. An answer of “Yes,” without additional explanation, should receive 0 points. An FAQ response was published as follows: An answer of “No” to these questions will automatically receive 10 points without the need for further explanation. An answer of “Yes,” without additional explanation, will receive 0 points. However, the scorer may award 10 points for an answer of “Yes” to question 5 depending upon the circumstances of the tax delinquency. The scorer also may award 10 points for an answer of “Yes” on question 6 depending upon the circumstances of the suspension or revocation. On both questions, the scorer will rely on any additional information provided in the 300-word text box if an answer of “Yes” is provided.

6. An answer of “No” should automatically receive 10 points without the need for further explanation. An answer of “Yes,” without additional explanation, should receive 0 points. An FAQ response was published as follows: An answer of “No” to these questions will automatically receive 10 points without the need for further explanation. An answer of “Yes,” without additional explanation, will receive 0 points. However, the scorer may award 10 points for an answer of “Yes” to question 5 depending upon the circumstances of the tax delinquency. The scorer also may award 10 points for an answer of “Yes” on question 6 depending upon the circumstances of the suspension or revocation. On both questions, the scorer will rely on any additional information provided in the 300-word text box if an answer of “Yes” is provided.

7. This question concerns whether any principal officer or manager has committed a felony related to the person’s practice of any profession or occupation. If the applicant reports there are no such crimes, the scorer should award 10 points. A response to an FAQ was published as follows: Applicants who have a disqualifying felony offense may not own or be employed at Missouri medical marijuana facilities. Separate from that consideration, the Constitutional Amendment requires assessment of an applicant’s “character” and “veracity.” Questions 7 and 8 ask for information about all felony offenses. Having felony offenses of any kind may affect the score for these questions. The extent to which the score is impacted will depend on the scorer’s assessment of how the offenses reflect the applicant’s character and veracity.

8. This question concerns whether any principal officer or manager has committed a felony **unrelated** to the person's practice of any profession or occupation. If the applicant reports there are no such crimes, the scorer should award 10 points. A response to an FAQ was published as follows: Applicants who have a disqualifying felony offense may not own or be employed at Missouri medical marijuana facilities. Separate from that consideration, the Constitutional Amendment requires assessment of an applicant's "character" and "veracity." Questions 7 and 8 ask for information about all felony offenses. Having felony offenses of any kind may affect the score for these questions. The extent to which the score is impacted will depend on the scorer's assessment of how the offenses reflect the applicant's character and veracity.

9. This question concerns whether any principal officer or manager has been denied a license or registration to engage in a business involving regulated controlled substances. An answer of "No" should automatically receive 10 points without the need for further explanation. An answer of "Yes," without additional explanation, should receive 0 points. The scorer also may award 10 points for an answer of "Yes" if the circumstances of the denial are deemed nonmaterial. An example of a nonmaterial denial would be a denial of a new license where the number of licenses was limited. The scorer will rely on any additional information provided in the 300 word text box if an answer of "Yes" is provided.

10. This question concerns whether any principal officer or manager has been involved in an investigation or disciplinary proceeding that resulted in a suspension or revocation of a license or registration by a body overseeing controlled substances. An answer of "No" should automatically receive 10 points without the need for further explanation. An answer of "Yes," without additional explanation, should receive 0 points. The scorer also may award 10 points for an answer of "Yes" if the circumstances of the discipline are deemed nonmaterial. Since this question involves disciplinary action relevant to controlled substances, nonmaterial circumstances will be rare. An example of a nonmaterial discipline would be discipline of an entity with which the person had no discernable actual involvement or control. The scorer will rely on any additional information provided in the 300 word text box if an answer of "Yes" is provided.

11. This question concerns whether a professional license or registration related to the principal officers or managers has been denied, revoked or subject to discipline. An answer of "No" should automatically receive 10 points without the need for further explanation. An answer of "Yes," without additional explanation, should receive 0 points. The scorer also may award 10 points for an answer of "Yes" if the circumstances of the action are deemed nonmaterial. An example of a nonmaterial action would be an action that was not taken for cause. For example, an applicant may indicate that several years ago a professional license was suspended for untimely payment of registration fees; such a matter would be nonmaterial. The scorer will rely on any additional information provided in the 300 word text box if an answer of "Yes" is provided.

12. This question concerns whether any principal officer or manager has been involved in an adverse or disciplinary proceeding by the U.S. FDA. An answer of "No" should automatically receive 10 points without the need for further explanation. An answer of "Yes," without additional explanation, should receive 0 points. The scorer also may award 10 points for an answer of "Yes" if the circumstances of the discipline are deemed nonmaterial. Since this question involves disciplinary action relevant to regulated food, drugs, medications or supplements, nonmaterial circumstances will be rare. An example of a nonmaterial discipline would be discipline of an entity with which the person had no discernable actual

involvement or control. The scorer will rely on any additional information provided in the 300 word text box if an answer of “Yes” is provided.

13. This question concerns whether any principal officer or manager has been excluded from participation in certain government programs due to fraud, abuse or submission of false or fraudulent claims. An answer of “No” should automatically receive 10 points without the need for further explanation. An answer of “Yes,” without additional explanation, should receive 0 points. The scorer also may award 10 points for an answer of “Yes” if the circumstances are deemed nonmaterial. Since this question involves program exclusion due to malfeasance, nonmaterial circumstances will be rare. An example of a nonmaterial exclusion of an entity under circumstances in which the person had no discernable actual involvement or control. The scorer will rely on any additional information provided in the 300 word text box if an answer of “Yes” is provided.

14. This question is awarded either 10 or 0 points, for Satisfactory or Unsatisfactory. The question asks for adequate documentation of sources of capitalization. Responses to related FAQs were published as follows: There is no requirement that the accounts or source of funds be in the name of the business entity. However, the funds must be readily available for the purpose of carrying out the facility’s business activities, and an applicant cannot claim funds that are also being claimed by another applicant. Showing [the amount stated in the question for the applicant’s facility type] will be a presumed adequate source of funds. However, if an applicant has less than [the amount stated in the question for their facility type], they may still get full credit if they credibly explain why a lower amount is an adequate amount of funding for the proposed facility.

15. An answer of “Yes” with supporting documentation should receive ten (10) points. An answer of “No” should receive zero (0) points. An answer of “Yes” without any supporting documentation should receive zero (0) points. Since this response is scored on a yes/no basis, there is no additional analysis or sliding assessment of the policy information provided.

16. An answer of “Yes” with supporting documentation should receive ten (10) points. An answer of “No” should receive zero (0) points. An answer of “Yes” without any supporting documentation should receive zero (0) points. Since this response is scored on a yes/no basis, there is no additional analysis or sliding assessment of the policy information provided.

17. An answer of “Yes” with supporting documentation should receive ten (10) points. An answer of “No” should receive zero (0) points. An answer of “Yes” without any supporting documentation should receive zero (0) points. Since this response is scored on a yes/no basis, there is no additional analysis or sliding assessment of the policy information provided.

18. An answer of “Yes” with supporting documentation should receive ten (10) points. An answer of “No” should receive zero (0) points. An answer of “Yes” without any supporting documentation should receive zero (0) points. Since this response is scored on a yes/no basis, there is no additional analysis or sliding assessment of the policy information provided.

19. An answer of “Yes” with supporting documentation should receive ten (10) points. An answer of “No” should receive zero (0) points. An answer of “Yes” without any supporting documentation should receive zero (0) points. Since this response is scored on a yes/no basis, there is no additional analysis or sliding assessment of the policy information provided.

20. This question is scored as either ten (10) or zero (0) points. If the applicant answers “No”, they should receive zero (0) points. If the applicant answers “Yes” but fails to place any description in the text box or any attachments, they should receive zero (0) points. If the applicant answer “Yes” and their supporting documentation instills confidence in the scorer that the applicant has the legal right to operate the proposed facility at the proposed location, then the scorer should award ten (10) points. If the applicant answers “Yes” but fails to provide sufficient documentation such that the scorer has little to no confidence that the applicant has the legal right to operate the proposed facility in the proposed location, then the scorer should award zero (0) points.

Questions 21 through 41 seek a written narrative response, and all narratives are to be scored on a 10-point scale with points awarded of either Unsatisfactory (0), Satisfactory (4), Superior (7) or Distinctive (10). Scorers should review the Evaluation Criteria Scoring Table.

Evaluation Criteria Scoring Table	
Answer	Points
Question on 0-10 Point Scale	
Unsatisfactory - Response fails to meet minimum expectations; has significant weaknesses and lacks detail and/or clarity; little or no confidence in the proposed approach or ability to fulfill claims.	0
Satisfactory - Response meets minimum expectations; offers no significant benefits beyond the minimum expectations; no significant weaknesses exist; reasonable confidence in the proposed approach or ability to fulfill	4
Superior - Response offers some benefits beyond the minimum expectations; no material weaknesses exist; confidence in the proposed approach or ability to fulfill claims.	7
Distinctive - Response promises significant benefits beyond the minimum expectations; answer presents innovative, and/or best-in-class solutions; high confidence in the proposed approach or ability to fulfill claims.	10
Satisfactory / Unsatisfactory	
Satisfactory - Response meets minimum expectations; no significant weaknesses exist; reasonable confidence in the proposed approach or ability to fulfill claims.	10
Unsatisfactory - Response fails to meet minimum expectations; has significant weaknesses and lacks detail and/or clarity; little or no confidence in the proposed approach or ability to fulfill claims.	0
Yes / No	
Yes (when a preferred response) - Response indicates assent or agreement.	10
No (when an undesirable response) - Response indicates negation, dissent, or denial.	0
No / Yes	
No (when a preferred response) - Response indicates negation, dissent, or denial.	10
Yes (when an undesirable response) - Response indicates assent or agreement.	0

21. This question will be answered with a narrative of up to 500 words.

22. This question will be answered with a narrative of up to 500 words.
23. This question will be answered with a narrative of up to 500 words.
24. This question will be answered with a narrative of up to 500 words.
25. **This question is to be answered by dispensary and cultivation applicants only.** It will be answered with a narrative of up to 500 words. If a testing facility or infused products facility applicant responds to the question, skip it and do not score.
26. This question will be answered with a narrative of up to 300 words.
27. This question will be answered with a narrative of up to 300 words.
28. **Only those applicants seeking dispensary licenses should answer this question.** This question will be answered with a narrative of up to 300 words. If any other applicants responds to the question, skip it and do not score.
29. This question will be answered with a narrative of up to 300 words.
30. This question will be answered with a narrative of up to 300 words.
31. This question will be answered with a narrative of up to 300 words.
32. This question will be answered with a narrative of up to 300 words.
33. This question will be answered with a narrative of up to 300 words.
34. This question will be answered with a narrative of up to 300 words.
35. This question will be answered with a narrative of up to 300 words.
36. This question will be answered with a narrative of up to 300 words.
37. This question will be answered with a narrative of up to 500 words.
38. This question will be answered with a narrative of up to 500 words.
39. This question will be answered with a narrative of up to 500 words.
40. This question will be answered with a narrative of up to 500 words.
41. This question will be answered with a narrative of up to 1000 words.
42. This question will be answered yes/no and an attachment of up to 25 pages may be uploaded. There is no opportunity for a text box narrative. An answer of yes with an uploaded market analysis should receive 10 points. An answer of no, or an answer of yes with no attachments, should receive zero points.
43. This question will be answered with a narrative of up to 500 words.
44. This question will be answered with a narrative of up to 500 words. A timeline is a required part of the response.
45. This question will be answered with a narrative of up to 300 words.

46. This question will be scored as either Satisfactory (ten points) or Unsatisfactory (zero points). The question will be answered with a narrative of up to 300 words that either instills confidence in the proposed approach and shows no significant weaknesses (Satisfactory) or fails to instill confidence and lacks detail and/or clarity (Unsatisfactory).
47. This question will be scored on a sliding ten point scale based on a narrative response of up to 1000 words.
48. This question will be scored on a sliding ten point scale based on a narrative response of up to 500 words.
49. This question will be scored based on a narrative of up to 500 words.
50. This question will be scored based on a narrative response of up to 1000 words. A response to an FAQ was published as follows: The department is only asking for information regarding activities legal under Missouri law. This question seeks to assure the scorers that applicants have thought through their financial plans if they are unable to rely on the federally regulated banking industry. Applicants will need to make purchases, pay employees, and accept some form of payment from customers as well as pay state and likely local sales taxes. On this and any other question, applicants should not interpret word limits as any expectation of a lengthy response if the applicant believes that a brief one suffices
51. This question will be answered with a narrative of up to 300 words. As an alternative to a comprehensive plan, a response may receive the full points if it convincingly and credibly explains why minimal or no odor control plan is needed for the facility type or location of the facility.
52. This question will be scored based upon a narrative response of up to 500 words.
53. This is a yes/no question with no opportunity for a narrative or attachment. Ten points should be awarded if the response is “yes”, the business will offer health insurance to employees, and zero points should be awarded to a response of “no.”
54. This question will be scored based upon a narrative response of up to 500 words. It asks applicants to describe their “security plan, including staffing.”
55. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 300 words. The answer should be scored in relation to the minimum requirements set forth for parking lots and building exterior in 19 CSR 30-95.040(H).
56. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 300 words. The answer should be scored in relation to the minimum requirements set forth for interior public spaces where access is permitted to the public and others without agent permit cards in 19 CSR 30-95.040(H).
57. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 300 words. The answer should be scored in relation to the minimum requirements set forth for interior public spaces where access is limited to persons with agent permit cards in 19 CSR 30-95.040(H).
58. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 300 words. The answer should be scored in relation to the minimum requirements set forth for marijuana containment in 19 CSR 30-95.040(H).

59. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 300 words. The answer should be scored in relation to the minimum requirements for surveillance in 19 CSR 30-95.040(H).
60. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 500 words.
61. This question will be scored on a sliding 10-point scale based upon a narrative response of up to 500 words.
62. This is a yes/no question with no opportunity for a narrative or attachment. Ten points should be awarded if the response is “yes”, and zero points should be awarded to a response of “no.”
63. This is a yes/no question with no opportunity for a narrative or attachment. Ten points should be awarded if the response is “yes”, and zero points should be awarded to a response of “no.”
64. This question will be scored on a sliding ten point scale based on a narrative response of up to 300 words.
65. This question will be scored on a sliding ten point scale based on a narrative response of up to 1000 words.
66. This question will be scored based upon a narrative response of up to 300 words listing the job positions the facility will create within one year.
67. This question is scored on a sliding ten point scale based on a narrative response of up to 300 words. It asks for the average hourly wage of employees in the first year excluding principal officers or owners.
68. This question is scored on a Satisfactory (10)/Unsatisfactory (0) basis, based upon a narrative response of up to 500 words

