



SAPPHIRE
RISK ADVISORY GROUP



Security from Paper to Take-Off



Management Team



Tony Gallo – Managing Partner

More than 30 years' experience in the Security, Audit, Safety, and Emergency Management fields in which he specializes in security and loss prevention for high-risk businesses. Tony is a licensed security consultant and a published author on retail, financial loan services, and cannabis security. Tony has spoken at numerous business conferences across the United States and is considered one of the leading authorities in various industries, including cannabis and financial loan service security, armed robbery, and burglary loss prevention.



Mitch Horowitz



Leo Falgout



Saile Estrada

**It all Starts
with Paper**



Application – Dispensary



Business Plan

Staffing Plan

Retail Plan

Marketing Plan

Inventory Control Plan

Safety Plan

Security Plan

Application – Cultivation Facility

Business Plan

Cultivation Plan

Manufacturing Plan

Inventory Control Plan

Product Labeling and
Packaging Plan

Product Safety Plan

Security Plan



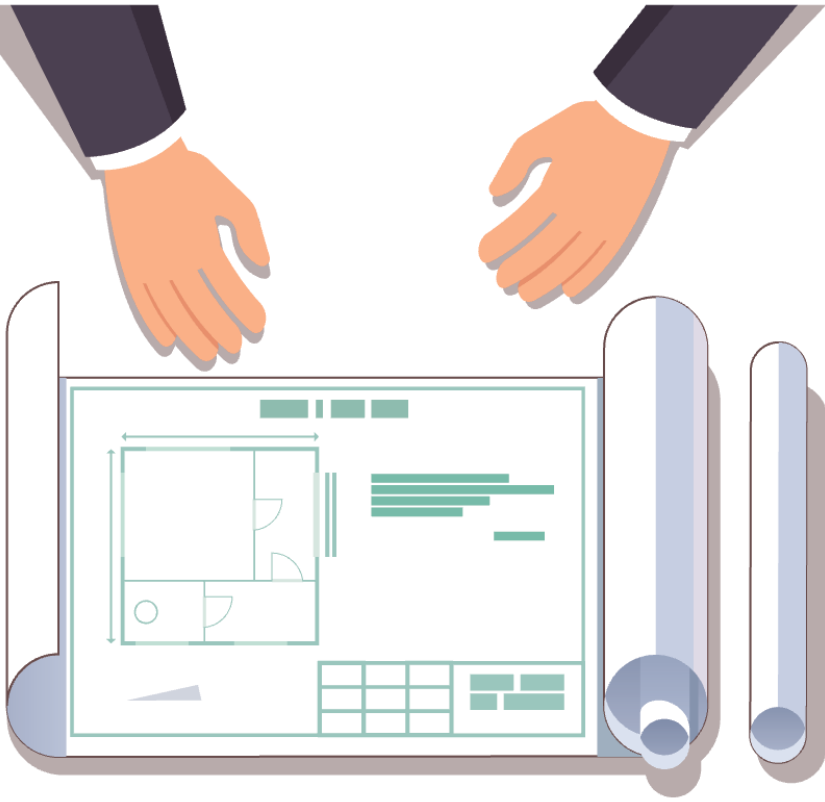
The primary purpose of a Cannabis Security Plan:

- Provide a safe and secure environment for the Company's Employees, Patients and Visitors.
- Safeguard the growth, production, storage, handling and distribution of cannabis.
- Develop a comprehensive audit procedure for the entire operation in connection with the handling and distribution of cannabis.



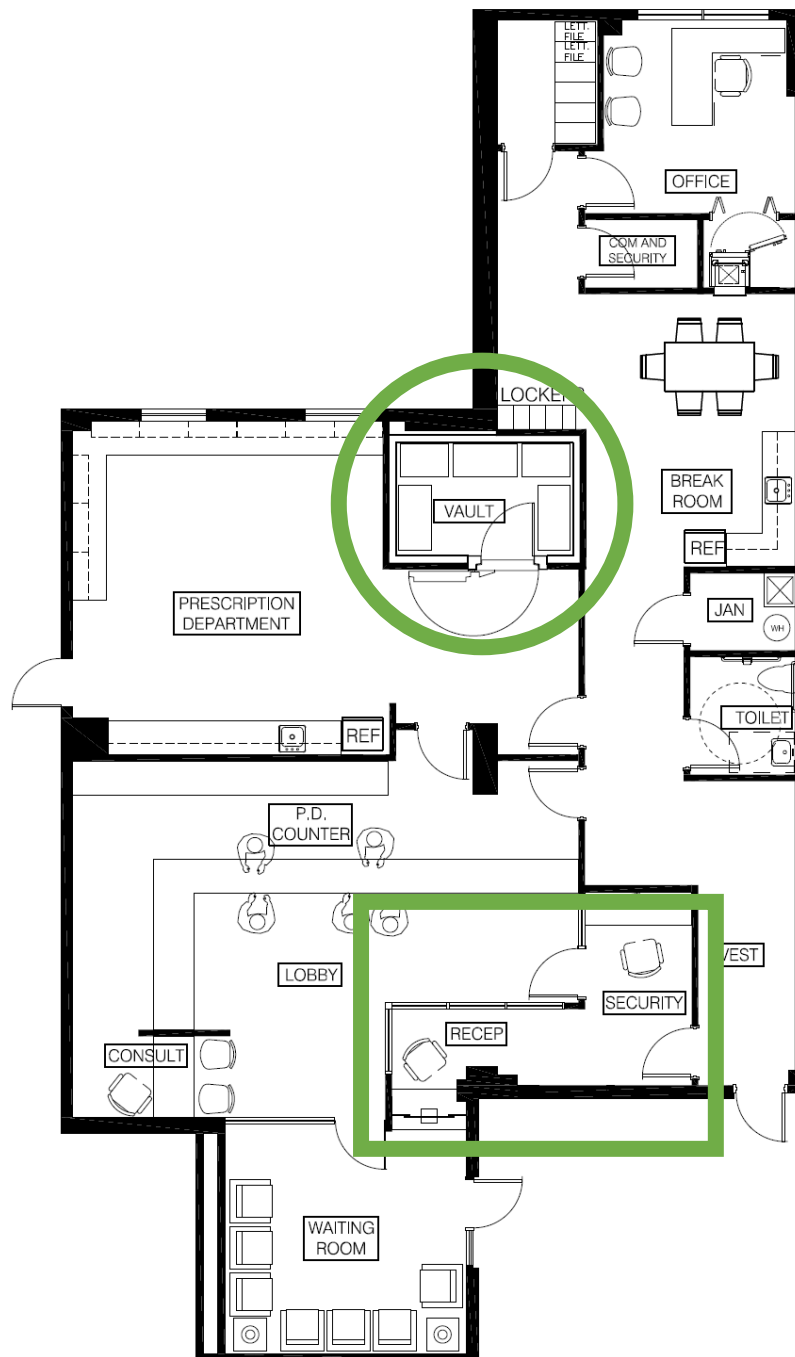
**Now it's
time to build**





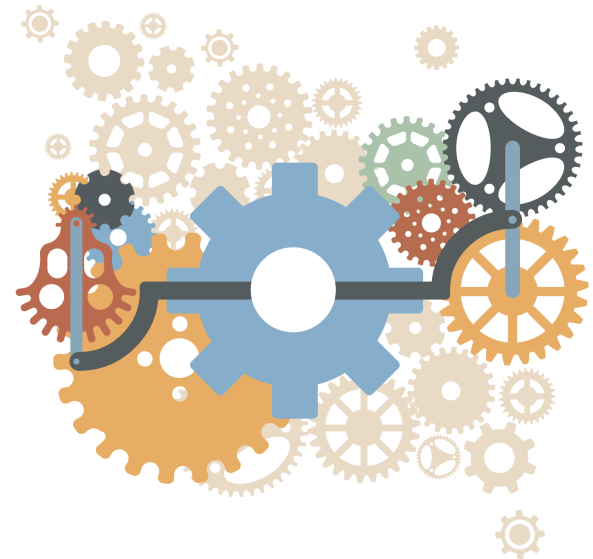
How well thought out is your location?

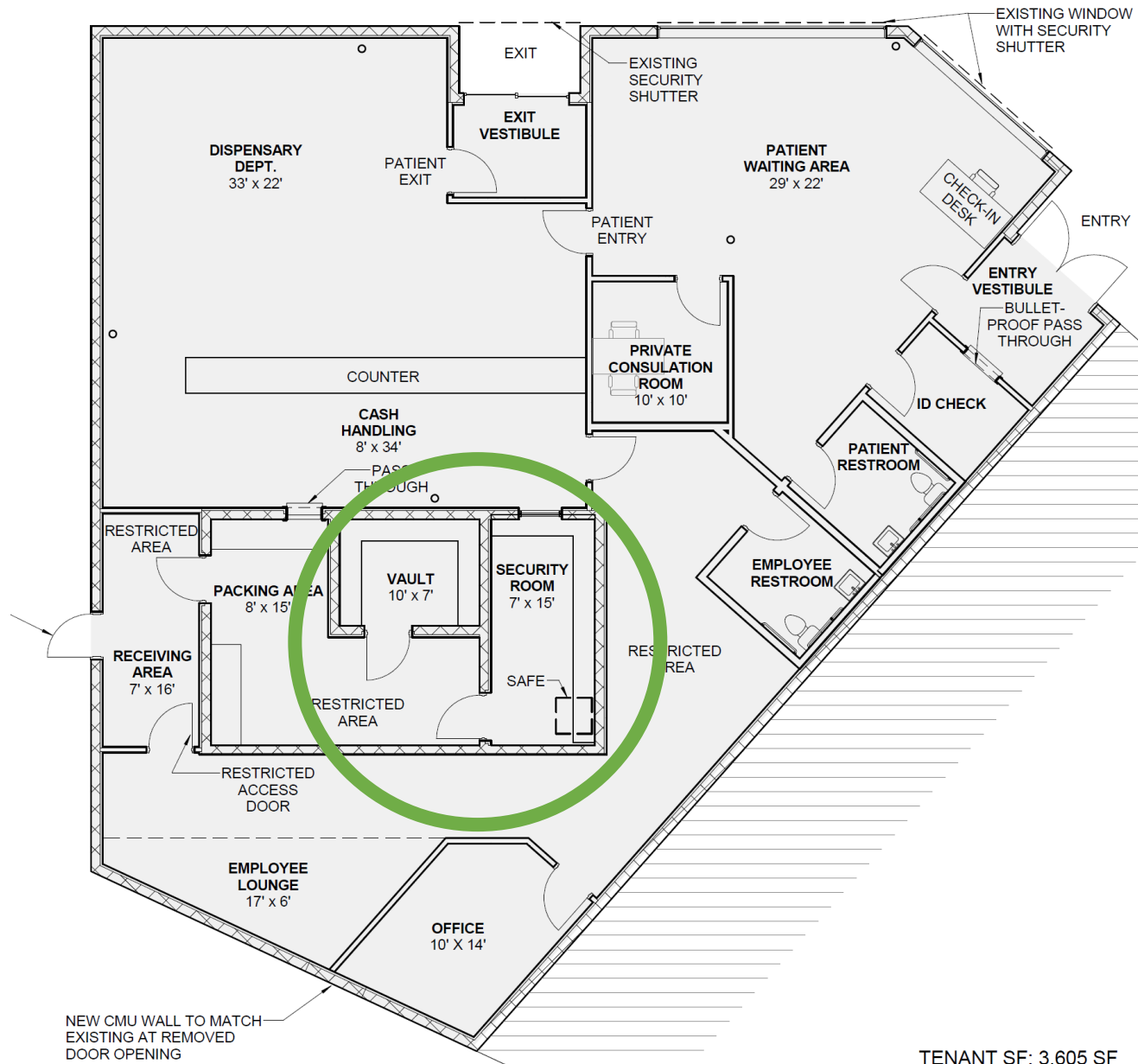
Design Matters



Having your location properly designed consists of:

- Establishing a workflow that works with your design
- An assessment of all external and internal threats
- Adequate placement of security equipment
- Emergency exits are important!
- Secure location for your product and cash





TENANT SF: 3,605 SF

Example: Your surveillance system

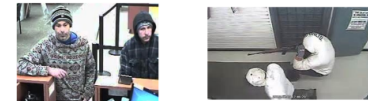
Cameras

- Number of Cameras
- Type of Cameras
- Recording System
- Line of Sight



Cameras Position

- Not over the top
- Need to see faces
- Need to see hands



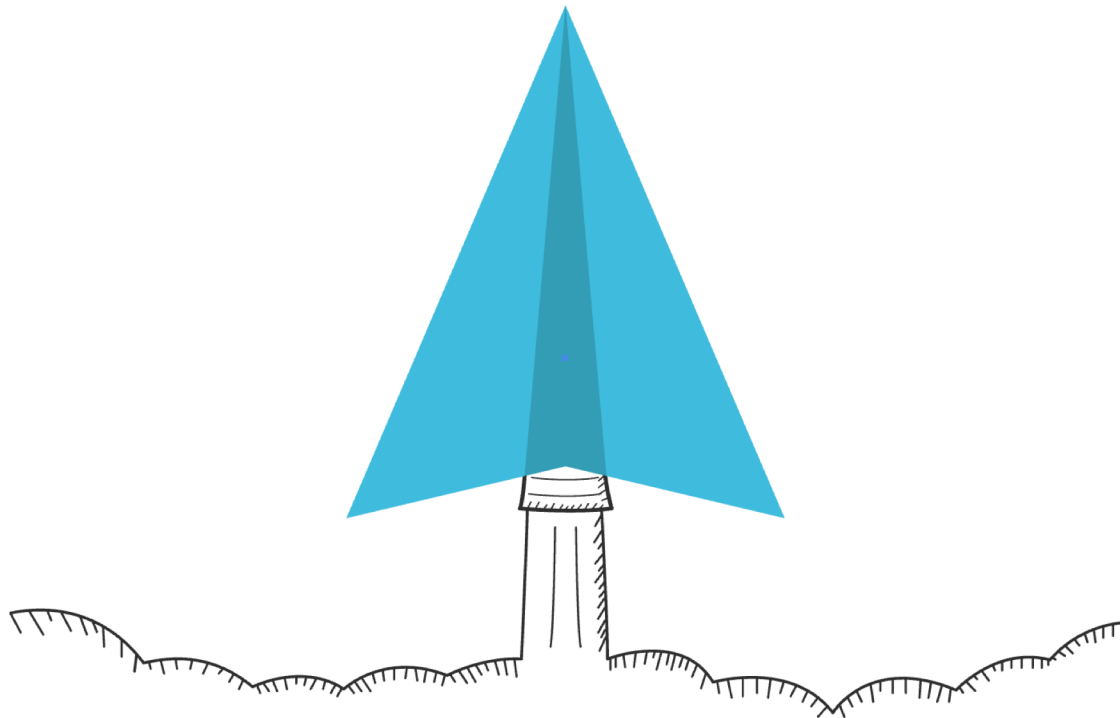
Camera Position

- View of the Cash
- View of the Marijuana
- State Compliance



There is no blind spot in this store

READY FOR TAKE OFF



Don't forget

PROCESSES AND PROCEDURES

How to

- Store the Cannabis
- Sell the Cannabis
- Dispose of the Cannabis
- Train your Staff

Train your Staff

- Security Operations Manual
- Employee Handbook
- Awareness Posters
- Security Training
- Reviews and Audits
- Robbery Awareness
- Emergency Planning

What is your biggest security threat in the cannabis industry?

EMPLOYEE THEFT

"Armed robbers terrified a pair of employees inside a marijuana processing business. One of the robbers was a co-worker who left work only 10 minutes before the robbery."



95% of all businesses experience employee theft.

Roughly 80% of financial and product loss in the marijuana industry can be chalked up to employee theft.

33% of all business bankruptcies are caused by employee theft.

Create a **Safe and Profitable Environment**

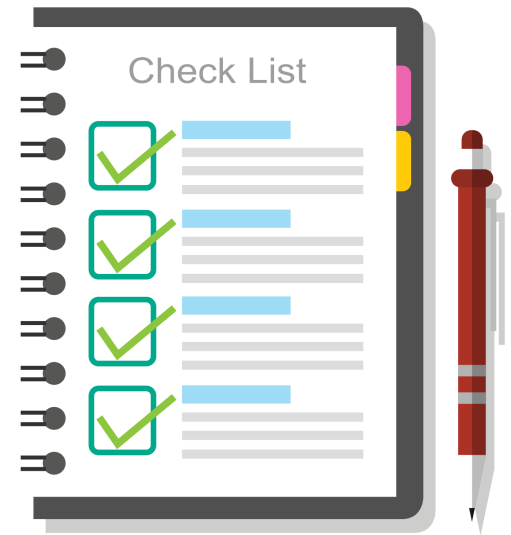
Culture of Honesty

- Good Hiring
- Well Defined Policies
- Open Communication
- Remove the Opportunity
- Zero Tolerance

Foster a **Culture of Honesty & Accountability**

In Summary:

- Begin with the end in mind
- Always think of your processes and procedures
- Design matters, protect your product and cash
- Video Coverage vs. Number of Cameras
- Processes and Procedures
- Culture of Honesty





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Thank You!