

Marijuana Advisory Team (MAT) Meeting Minutes



Application Number	CAN180004
Company Name	NewCann Group, LLC (“NewCann”)
Date of MAT Meeting	February 20, 2019
Location of Meeting	Executive Conference Room
Type of Application	Marijuana Retail Establishment

Attendance	
NewCann	<ul style="list-style-type: none"> Beth Goldstein Judith Leary Jack Madigan David Rabinovitz
MAT	<ul style="list-style-type: none"> Thatcher W. Kezer III, COO, Chair Robin Williams, Department of Public Health Dana Haagensen, Fire Department Jacquetta Van Zandt, Senior Advisory to the Mayor Michael Tusino, Building Commissioner, Department of Inspectional Services Amanda Loomis, Planning Board Administrator
Legal Counsel	<ul style="list-style-type: none"> Amanda Zuretti, Esq., Petrini & Associates, P.C.

Welcome and Introductions

Thatcher W. Kezer III, Chair, welcomed the group and provided a brief overview of how the Marijuana Advisory Team (MAT) would conduct the meeting, and review the applications and materials provided. Mr. Kezer further stated that the MAT’s function is to provide a recommendation to the Mayor for consideration of Host Community Agreements (HCA).

The members in attendance at the meeting introduced themselves (sign-in sheet attached).

Presentation of NewCann Group

Mr. Rabinovitz provided a review of the property located at 1094 Worcester Road, stating that it is a prime location for NewCann. Mr. Rabinovitz stated that NewCann is looking for a retail-only license.

Mr. Rabinovitz provided a review of NewCann’s commitment to engaging local suppliers and hiring locally. Mr. Rabinovitz stated that NewCann will first seek to hire people from the NewCann neighborhood and the City of Framingham, and then will open positions to a larger group. NewCann also intends support social equity and economic empowerment candidates. Mr. Rabinovitz stated that NewCann wants to have a positive impact on the community and will focus on community concerns.

Mr. Rabinovitz stated that NewCann would be host community outreach meetings to keep the neighborhood informed in advance of NewCann starting its operations at 1094 Worcester Road.

Ms. Leary stated that NewCann looked at 13 locations within the City of Framingham and talked with people before choosing 1094 Worcester Road. NewCann’s concerns included traffic congestion and not wanting to be located within a neighborhood. Ms. Leary stated that NewCann wants to be a good neighbor, but did not want to rely on Route 9 (Worcester Road) for sole access to the location. Furthermore, NewCann did not want to be located in the Golden Triangle due to crowding of marijuana facilities nor along Route 126 due to flooding. The site also needed to have enough off-street parking.

Ms. Leary stated that the property at 1094 Worcester Road has approximately 76 off-street parking spaces and that another plus of 1094 Worcester Road was that the unit was ADA-compliant since it was previously used as a medical building. The property has easy access to Route 9 (Worcester Road) and from Winter Street.

Ms. Leary stated that the hours of operation for the 1094 Worcester Road would be Sunday from 10:00 a.m. to 8:00 p.m., and Monday through Saturday from 10:00 a.m. to 10:00 p.m.

Mr. Madigan reviewed NewCann’s proposed customer experience. NewCann will be offering an online ordering application (“app”) that will let customers order directly from the store. If the customer has utilized the online order app, then when they arrive to pick-up their order they will be directed to a priority line. Mr. Madigan reviewed retail operations, noting that all visitors to the store will be required to have their identification checked prior to entering and again at checkout.

Mr. Madigan presented NewCann’s comprehensive security and technology systems explaining that product deliveries would be scheduled randomly before the store opens.

Mr. Rabinovitz stated that for all parts of the Framingham regulations that deal with impacts on the community, NewCann would seek to support the Natick Together for Youth and Opioid Overdose and Expungement Clinic (Erase Your Criminal Record).

Ms. Goldstein stated that her participation in the organization is focused on developing the NewCann business but also helping others develop their own business through a business incubator. The goal of the incubator provided by NewCann is to help individuals be part of the supply chain and build their own businesses.

Mr. Rabinovitz stated that NewCann has been in communications with Safe Harbor (in Colorado) regarding banking. Regarding point of sale, NewCann is looking into the Green Bits POS System. NewCann will also be looking to partner with DCRM Solution out of Princeton, MA relative to security.

The NewCann team noted that they did not have direct experience in the marijuana industry but would be hiring consultants to help them learn more about the marijuana industry.

Marijuana Advisory Team (MAT) Review

Mr. Tusino stated that he did not have any major questions at this time, but he was curious regarding the existing site and what was presently located there.

Mr. Haagensen questioned if there would be any renovations being done to the space that is being leased by NewCann? Mr. Rabinovitz stated that the exam rooms would be utilized by the incubator space. There will be some buildout, which will be predominately interior.

Ms. Williams questioned if the unit would be sharing HVAC units and required that odors be controlled. Ms. Williams stated that the Health Department has their own regulations that NewCann will need to comply with. Ms. Williams noted that prior to any interior work, NewCann should check for the presence of asbestos.

Ms. Williams questioned about the sale of products and whether they would be doing recreational adult use vs. a Registered Marijuana Dispensary (RMD). Mr. Rabinovitz stated that they would only be doing recreational adult use, but would be providing a discount to medical patients. Ms. Williams stated that there are two separate sets of regulations relative to the sales of marijuana. Mr. Rabinovitz stated that NewCann would only be selling recreational adult use marijuana.

Attorney Zuretti provided a review of the questions that she would be asking, which included legal issues, topics site control, banking, experience in the industry explaining that the MAT has requested that people show that they have an established relationship with a financial institution before moving forward in the MAT process.

Attorney Zuretti also requested clarification regarding site control for the property at 1094 Worcester Road. Mr. Rabinovitz stated that NewCann has a letter of intent to rent with an option to purchase. Mr. Rabinovitz stated that at 5:15 p.m. this afternoon, Rob Harrington will be sitting down to review the lease. NewCann has been paying the doctors that own the space to hold it for NewCann.

Attorney Zuretti requested clarification regarding how much hands-on experience NewCann has running a retail cannabis business. Mr. Rabinovitz stated that he and the present NewCann team have zero direct experience in actual marijuana retail industry but that NewCann will be utilizing a consultant to get the business up and running. Attorney Zuretti questioned how NewCann would be able to train staff if those present did have experience in the industry. Mr.

Rabinovitz stated that NewCann will have a longer ramp time to get the business up and running by feels confident they will be able to find people.

Attorney Zuretti presented a series of questions typically asked by the Police Department, in the absence of Officer Strange. Attorney Zuretti questioned how NewCann would manage security at the facility. Attorney Zuretti stated that the Police Department requests that camera placement be at the counter level and not just at the ceiling. The Police Department has a detective that is reasonable for data security. Attorney Zuretti requested that the Police Department be able to take a look at the servers to ensure that the system is compliant with the Police Department and the District Attorney Office requirements.

Attorney Zuretti requested clarification regarding the transportation of product to the site. Mr. Madigan stated that the product would enter through the front door during off hours prior the opening of the establishment. Attorney Zuretti questioned how product would get to the site? Mr. Madigan stated that NewCann would be working with third parties to transport product. Mr. Rabinovitz referenced a speech that Thatcher gave regarding vehicles being disabled on Framingham Streets.

Attorney Zuretti stated that the Police Department would be looking for a security plan that includes drills for lockdown and emergency events and questioned how NewCann would ensure that waste product be disposed of properly. Mr. Madigan stated that everything that comes in must go out and be accounted for. Attorney Zuretti further questioned how NewCann will be disposing of waste from the facility.

Attorney Zuretti requested clarification regarding parking controls and how will NewCann control the parking lot? Mr. Rabinovitz stated that NewCann will have 2-3 parking lot attendants that will be aiding people and will push people to the side of the structure and away from the other businesses.

Ms. Loomis state that the project would require Minor Site Plan Review for the site from the Planning Board.

Ms. Van Zandt requested clarification regarding NewCann's diversity plan. Ms. Van Zandt questioned if the NewCann is a women-owned business and how will NewCann create a diverse work environment. Mr. Rabinovitz stated that NewCann will be looking to hire social equity applicants. Ms. Van Zandt stated that the provided information notes that NewCann will recruit of local hires how will this be achieved? Mr. Rabinovitz stated that Mass Powerment out of Somerville, a Social Equity Program, and discussions with Maggie Kinsella.

Mr. Kezer presented the three present impact fee to NewCann, stating that it is the industry standard. Mr. Kezer questioned NewCann if they has any questions and/or comments relative to the three percent impact fee. Mr. Rabinovitz stated that NewCann has no concerns or issues with the fee and then referenced Natick's process.

Mr. Madigan questions if the entire MAT has access to the security plan provided by NewCann.

Mr. Rabinovitz questioned if there was any additional information that the MAT wanted or needed. Mr. Kezer stated that the MAT would need a floor plan and a camera placement plan that has view of the cameras.

Closing

Mr. Kezer thanked NewCann for coming in for the MAT meeting. It was noted that any additional submittals, requests, and/or questions should go through Ms. Loomis. Mr. Kezer stated that there will be a series of MAT meetings over the next several weeks and recommendations will be made to the Mayor regarding HCA.

The meeting concluded at 12:33pm.

Voted by the MAT on April 10, 2019 (Vote 7-0-0)

