

## **Marijuana Advisory Team (MAT) Meeting Minutes**

**Held on June 2, 2021 at 1:00 PM**

**Company Name** Cultivate Holdings, LLC and Cresco Labs  
**Location of Meeting** Via Teleconferencing Platform Zoom

### **Attendance:**

Rob Lally

Abe Jamal

Christian Ficara

Daniel Glissman

Sam Barber

Erin Alexander

Marcia Maxwell

Phil Silverman

### **MAT Team Present:**

Thatcher W. Kezer III, COO

Shane O'Brien, Senior Planner, PCD

Victor Pereira, Deputy Chief of Administration, Police Department

Officer Keith Strange, Police Department

Dana Haagensen, Fire Department

Robin Williams, Department of Public Health

Michael Tusino, Building Commissioner, Department of Inspectional Services

Mollie Amaral, Community Outreach Coordinator, PCD

### **Legal Counsel:**

Amanda Zuretti, Esq., Petrini & Associates, , P.C., designee for City Solicitor

## Minutes:

Thatcher Kezer introduced the MAT Team. Mr. Kezer stated that there are two items for discussion: Cultivate's transportation services and transfer of ownership, which would be a required amendment to their Host Community Agreement (HCA).

Co-founder of Cultivate, Rob Lally introduced their team including CEO, Sam Barber and their Attorney, Dan Glissman. Also introduced was the team present from Cresco Labs which would be buying Cultivate Holdings. The Cresco Team present at the MAT meeting included Erin Alexander; Legal Counsel, Christian Ficara; Vice President for Cresco Affairs, Abe Jamal; Security, Phil Silverman, and Marcia Maxwell. Mr. Lally stated that they would like to discuss the change to the HCA and see if there are any questions to answer. Mr. Lally also stated that they would like to discuss delivery service considerations.

Christian Ficara presented a slideshow about Cresco's background information including locations, employees, salaries, company relations, expansion plans, operational rules, security protocols, technology and community engagement.

Dana Haagensen asked if there will be someone local and able to respond to the building in case of an emergency. Mr. Haagensen also asked about whether or not the change in ownership would result in a change of what products they are selling and whether or not they are going to have paraphernalia including lighters and flammable liquids.

Sam Barber responded that they have a 24-hour facilities team, safety and compliance team and local managers that would be able to get to the building within 10 minutes in case of an emergency. Mr. Barber stated that there will be no major change in product offerings and that Cultivate currently sells some of Cresco's offerings. Mr. Kezer asked if the current operations will stay the same and to keep the city in line of communications of any changes.

Michael Tusino asked if there would be any physical change at all including parking and the outdoor ground area. Mr. Tusino also asked about change of signage. Mr. Tusino advised for the team to review the sign by-law in advance to prepare for change of signage. Daniel Glissman responded with no changes to the layout. Erin Alexander stated that Cresco would like new branding in the future and would go through state and city approval for sign permits.

Amanda Zuretti asked about licenses from Cannabis Control Commission (CCC) perspective. Mr. Glissman responded that they would be relinquishing their sole retail license in Fall River and taking over 3 retail licenses in Framingham, Worcester and Leicester. Mr. Glissman explained that Cresco would not exceed state cap restrictions. Ms. Zuretti asked if there would be a transfer of license to 3<sup>rd</sup> party. Erin Alexander responded that there is no intent.

Ms. Zuretti asked about diversity and inclusion within the company. Mr. Ficara responded that diversity and inclusion is important within their company with hiring 70% of African Americans and Latinos. Cresco intends to fulfill their commitment and standards of diversity and inclusion and can provide an annual data report.

Ms. Zuretti stated that the city has been very pleased with Cultivate's reporting with the Police and the Fire Department. Dana Haagensen stated that when in the process to transfer ownership, to involve a fire inspection with that.

Robin Williams stated that permits are not transferable and that a new permit would have to be applied for with any change of ownership even if Cultivate's licensing stays the same.

Mr. Kezer stated the discussion to be switched over to transportation plans. Mr. Barber shared a slideshow presentation about the marijuana courier process regarding delivery logistics and regulations. The presentation included that delivery vehicles must have two occupants with GPS, body cameras, an electronic tracking system and there would be personnel de-escalation training. Mr. Barber explained the opportunity of potential tax revenue for the city, creating additional jobs, opportunities for social equity, providing access to customers with PTSD, high anxiety or COVID risk with a general focus on safety.

Officer Keith Strange stated a plan to set a date to meet for questions. Mr. Strange stated that the biggest thing with delivery is to ensure safety and that reporting is done and accurate. Mr. Strange stated that he would like to go over regulations with them as well.

Ms. Zuretti asked if 'We Can Deliver' delivery service also delivers alcohol and where the delivery cars would be garaged. Mr. Barber responded with that they do have a background with that but would be a separate entity from that. Mr. Barber stated that the vehicles need to be owned by the company and be stored at the Athol facility or at employees houses at night and they would find out if commercial vehicles would be allowed to be kept there.

Ms. Zuretti asked what their footprint of delivery is. Daniel Glissman said that it is required to have a HCA in their principal place of business in Athol and that all sales occur under Cultivate's license as if it was an in person purchase, just delivered by a 3<sup>rd</sup> party delivery service and they could enter an agreement with any municipality.

Mr. Tusino asked if the site is going to change at all with the delivery schedule and would the delivery driver pick up products at Cultivate to deliver them. Mr. Tusino asked if products would ever be left in vehicles overnight. Mr. Barber responded that there would be no real change, no major shift in traffic and 5 would be dropped off at a time and then to come back to the location. Mr. Barber explained that they would stop deliveries half an hour before close and there would be no cash or product in vehicles overnight.

Mr. Kezer asked about financial transactions and point of sale device. Mr. Barber replied that no payments would be online, when delivery is made they would accept payment which would be mostly cashless ATM, limiting cash in the vehicle and would bring cash in a drop safe. Mr. Barber explained that it would be logged into a POS system and there would be full daily inventory audits.

Shane O'Brien stated that keeping of vehicles is allowed with whoever is storing as long as it agrees with city by-laws. Mr. O'Brien explained that it would be up to the employer or courier to research individual city by-laws to see if keeping of a vehicle is allowed.

Mr. Kezer stated the need to look at the 3% impact fee, tracking impacts at broad based cost applied to all equities equally. Mr. Kezer stated that transactions specific to an entity of locating that charge to that impact fee to that specific entity, tracking both ways, putting a process in place would likely end up coming up with an average number of working through the process internally. Mr. Kezer stated to stand by while coming up with any adjustments to HCA and the expiration date coming (June 30, 2022), will talk then about what renewal will look like.

Mr. Kezer stated that the relationship and communication with Cultivate has been great, they have been great to work with and follow up is important.

The Cultivate and Cresco teams exited the Zoom at 2:14 PM.

Mr. Strange stated that home delivery will have the biggest impact on police and that there are a lot of regulations to go through. Mr. Strange stated that the commission does not have a compliance program. Mr. Strange stated that police does traffic enforcement but there is nothing in place for home delivery for roadside compliance.

Ms. Zuretti stated in question if the courier would be checking ID's at the destination and stated that there is prohibited delivery to college campuses and federal public housing. Mr. Kezer asked about regulations on marking of vehicles themselves. Mr. Tusino stated in question of who regulates and who enforces deliveries. Mr. O'Brien asked about the effectiveness of delivery service.

Mr. Kezer announced that Cloud Creamery was approved for manufacturing, delivery and wholesale. Mr. Kezer mentioned that it was brought up to council about whether or not to allow for more than 6 HCA's.

Michael Tusino moved that the Planning Board approve the minutes of May 7, 2021. Officer Keith Strange seconded the motion. No discussion. The MAT team members voted all in favor of the motion. MOTION PASSED.

The meeting was adjourned at 2:29 PM.