



COPLEY | CONNECTION

A Retail Marijuana Dispensary in Boston's Back Bay

Boston Cannabis Board Presentation

February 8, 2023



Copley Connection seeks to operate an adult-use retail marijuana facility at 551 Boylston Street.

Copley Connection

- ✓ We are 100% locally owned and we have no relationship with any national cannabis company
- ✓ Founded by Josh Zakim and Senam Kumahia
- ✓ Advised by Victor Chiang
- ✓ Founders have a long history of serving Boston, living in the city and successfully operating businesses here... this is our home



Who We Are Co-Founder



Josh Zakim is an attorney, activist, and former Boston City Councilor. Josh currently serves as the executive director of Housing Forward-MA. A nonprofit policy and research organization dedicated to finding innovative solutions to the Commonwealth's housing shortage and affordability crisis.

From 2014 to 2020, Josh represented the neighborhoods of Back Bay, Beacon Hill, Fenway, Mission Hill, and the West End on the Boston City Council. During his time on the Boston City Council Josh championed issues of equity and access for all Bostonians. Josh served as chair of the Committee on Civil Rights, the Committee on Housing & Community Development, and the Special Committee on Transportation, Public Infrastructure, Planning, and Investment. Over six years in public service Josh wrote and co-sponsored dozens of ordinances and hearing orders.

Josh is an active board member of the Lenny Zakim Fund, and Boston's Ward 5 Democratic Committee. He is a longtime resident of Boston's Back Bay neighborhood where he lives with his wife Grace and two young children.



Who We Are Co-Founder



Senam Kumahia is a first generation American born and raised in Boston. He is a Vice President at a local real estate development firm where he oversees the development of hotels across the country. Prior to the development firm, Senam was at KAGE Growth Strategies, a consulting firm focused on increasing diversity for commercial real estate development projects throughout Boston.

Senam has extensive involvement in the city and community organizations. He is former Chairman of the Boston Renaissance Charter Public School, past Board Member at the Greater Boston YMCA Huntington Avenue, as well as Artists for Humanity. He is currently a trustee at Boys & Girls Club of Dorchester.

Senam was named to Boston Business Journal's 2016 40 under 40 list, and in 2015 he was selected to be a member of Mayor Walsh's ONEin3 Council. He was also selected to be part of the 2015 class of the executive leadership program, LeadBoston.

He lives in Dorchester with his wife and two young boys.



Security Director

Jerome “Jerry” Smart Jr. is a retired decorated veteran of the Boston Police Department. After 31 years of distinguished service Smart retired from the department in 2018, leaving behind an illustrious career filled with accolades. Smart joined the Boston Police Department in 1987 as a Civilian Supervisor of Field Reports where his outstanding work gained the attention of the command staff. In 1989 he was promoted to Director of Crime Watch Unit where he ran the city wide operations of the various crime watch's throughout the City of Boston. In 1994 he was sworn in as a Patrolman and worked in several districts through out the city. In 2006 Jerry Smart became the Community Service Officer for Area B-2 where he served the Fort Hill, Academy Homes, and Mission Hill neighborhoods.

As the community service officer Jerry Smart worked hand in hand with the three neighborhoods to establish their individual crime watch committees, solve/ prevent crimes, and form open transparent and amicable relations between the police department and the communities. During his tenure Officer Smart also worked closely with local elected officials on several law enforcement policies and legislation(s) filed by the Boston City Council, and State Legislature. Officer Smart's steadfast dedication and involvement with the communities he served was not only impactful but unprecedented. For which he received many accolades, with the most notable being the Commissioners Award. An honor given to very few officers for impeccable service. Amongst his accomplishments Officer Smart is also an alumni of the University of Notre Dame, and Northeastern University where he received his bachelors degree in 1976.



Security Director

Joseph Harris is retired from the Boston Police Department after 39 years of distinguished service. He first served as a patrol officer in several of the city's neighborhoods including downtown, E. Boston, Charlestown, Dorchester, Mattapan, Roxbury, and West Roxbury. During his career he was promoted to the ranks of Detective, Sergeant, Sergeant Detective, and Lieutenant. While assigned to Area B-2 as a Sergeant, he served as the district drug evidence supervisor. He was assigned to several specialized units including the Community Disorders Unit (investigating hate crimes), Recruit Investigations as both an investigator and the unit commander, Boston Police Academy instructor, Internal Affairs investigator, and supervisor of the Domestic Violence Unit. Several years before retirement he was appointed Deputy Superintendent, overseeing police districts in Roxbury, Dorchester, and Mattapan. His last assignment was as Superintendent/City-Wide Night Commander.

During his tenure he was invited by the City of Baltimore to sit on a review board for candidates for promotion to the ranks of superior officer, and also presented at regional and national conferences. While in his role as deputy superintendent he was a regular presenter in a re-entry prep program at the Northeast Correctional Center in Concord, MA and the Souza-Baronowski Correctional Center in Shirley, MA.

Joe earned a bachelor's degree in criminal justice from UMass Boston and a master's degree in criminal justice from Anna Maria College.



Industry Advisor

Victor Chiang is the CEO of Cypress Tree Management, which operates an adult-use cannabis dispensary in Newton, MA. Cypress Tree has provisionally licensed adult-use dispensaries in Natick MA and in the Fenway district of Boston.

Prior to founding Cypress Tree, Victor spent 11 years as the Chief Operating Officer and Chief Compliance Officer of Balter Capital Management, a hedge fund boutique that had several hedge fund and mutual fund products, and a hedge fund advisory service, with peak assets of \$1.5B. As the COO, he was responsible for the firm's product manufacturing, managing all third party vendors, investor relations, and managing the operations and HR for the firm. Prior to Balter Capital, Victor spent 12 years at Andersen Consulting/Accenture where he was focused on management and IT consulting in the Financial Services practice.

Victor is a board member of the MA Cannabis Business Association. Outside of work, Victor volunteers with the Dana-Farber where he co-chairs an annual golf tournament . Victor grew up in Weston, MA and currently lives in Wellesley, MA with his family.



Proposed Site:

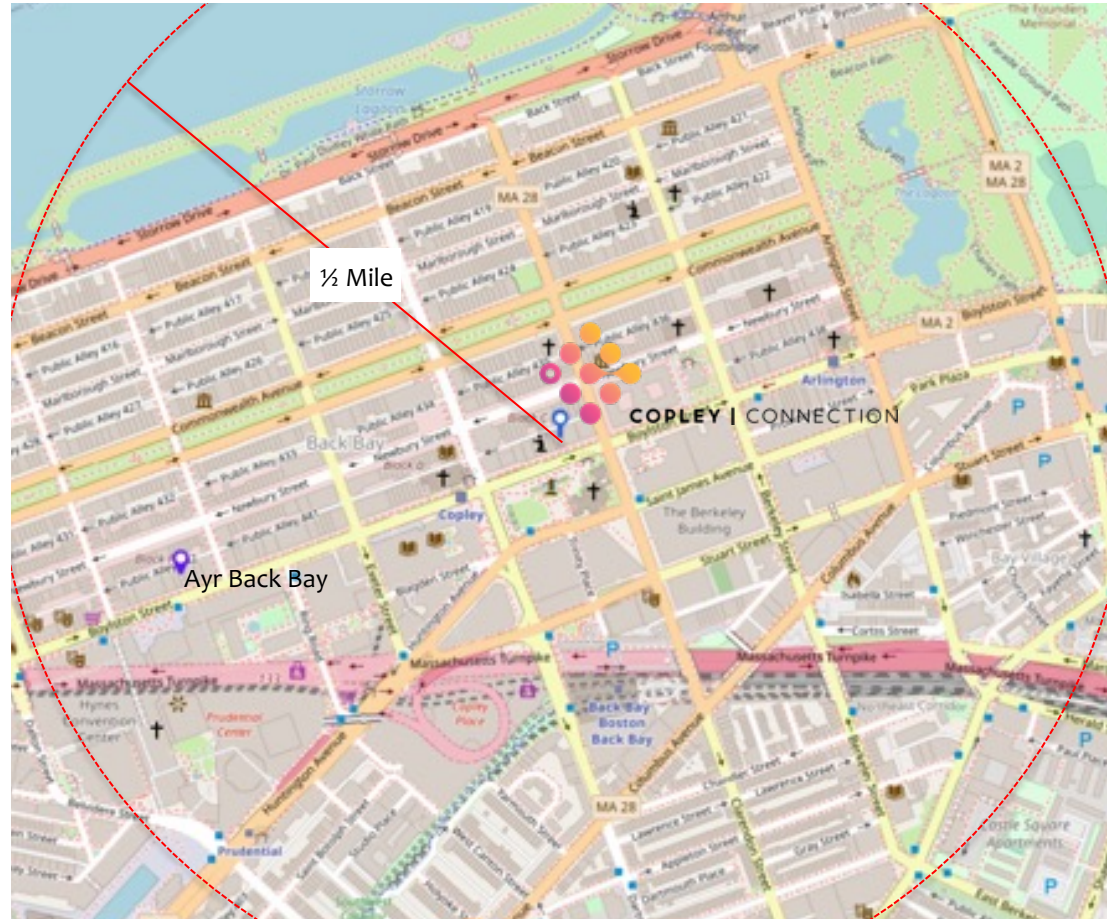
- ✓ 551 Boylston St
- ✓ Former Wendy's restaurant
- ✓ Zoning District: Back Bay
- ✓ 6,359 square feet of total space

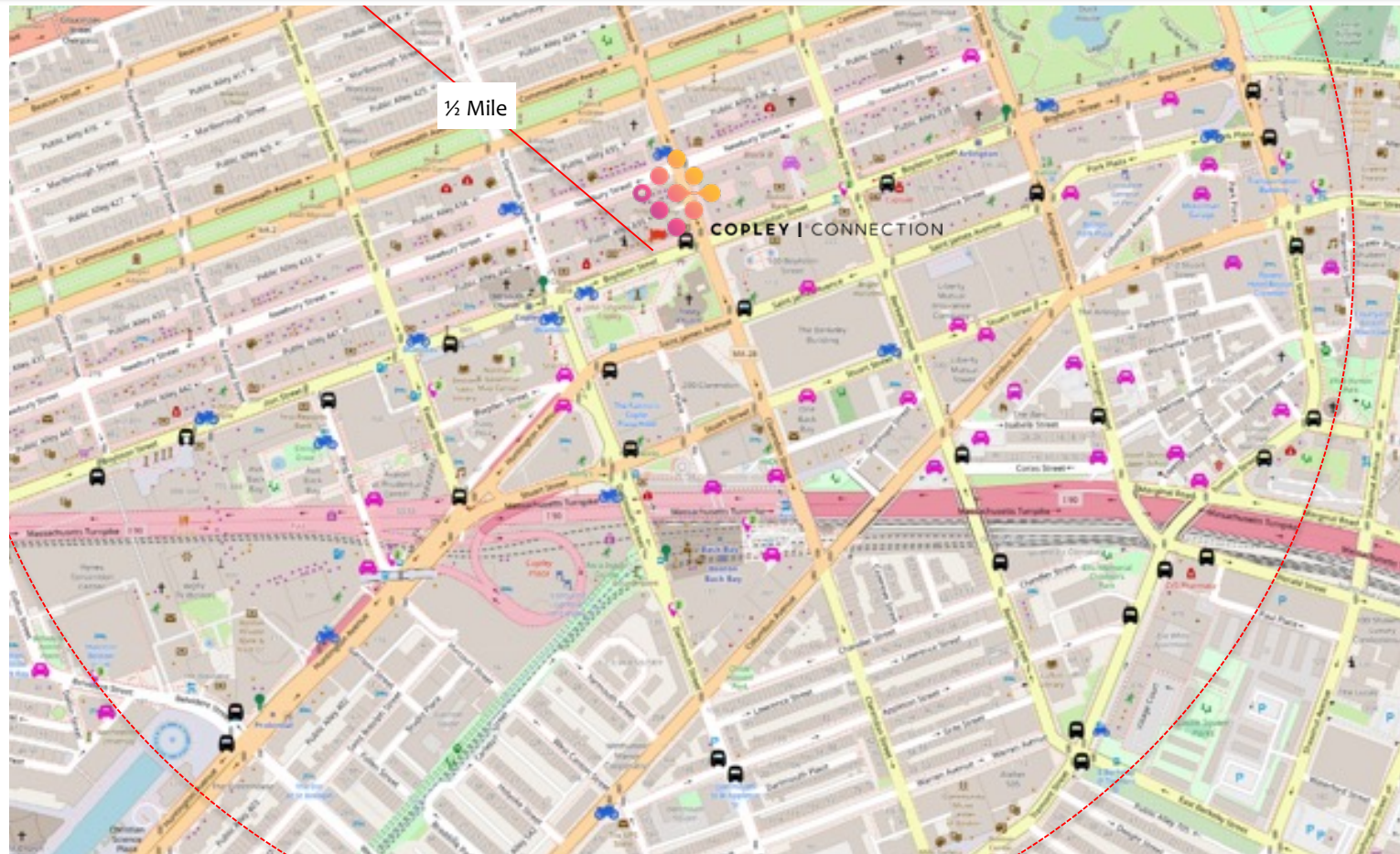




Buffer Zone

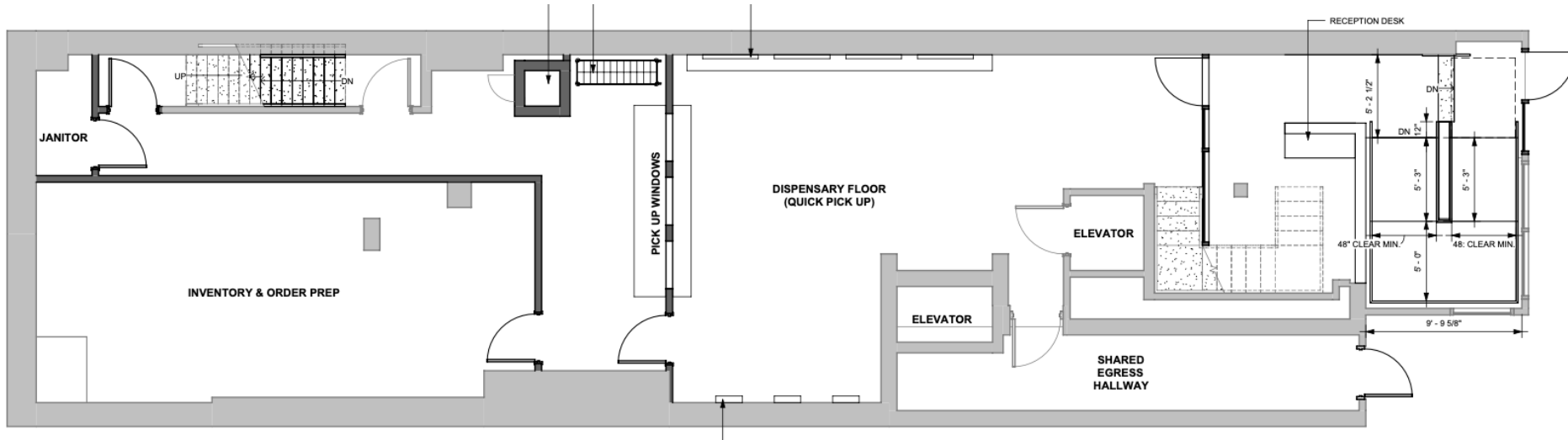
- ✓ There is only one dispensary in the ½ mile buffer
- ✓ One dispensary is located 0.4 miles away on Boylston St
- ✓ We believe the high density of retail foot traffic easily supports a second dispensary in Back Bay





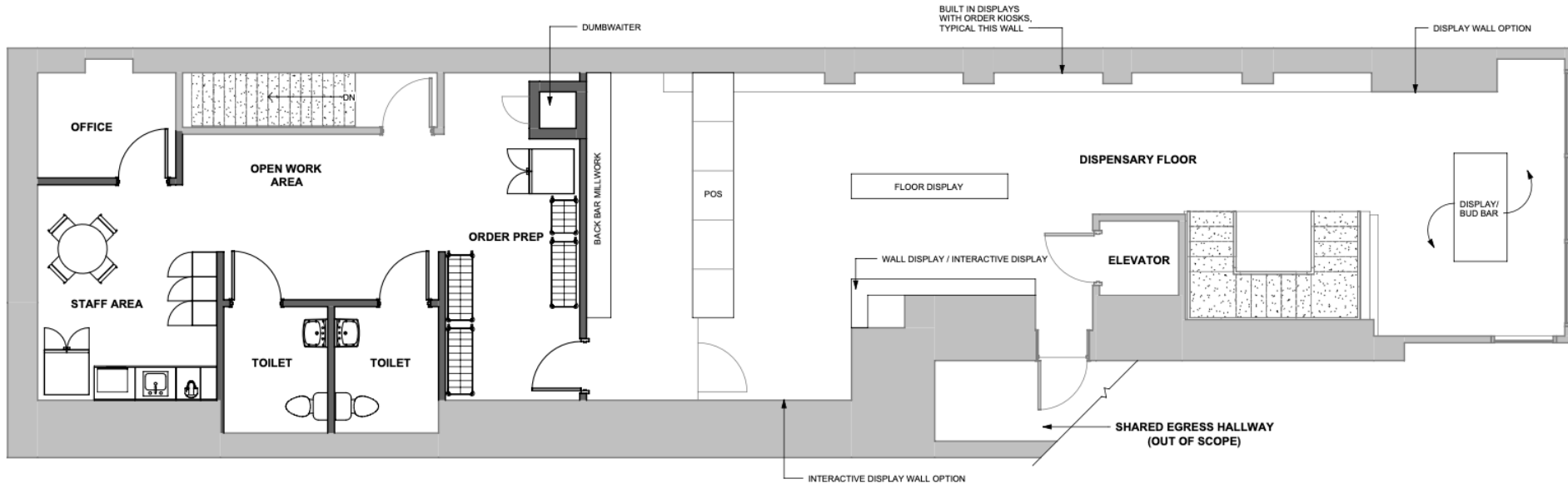
Public Access Within a 1/2 Mile

- ✓ 4 Train stations (Arlington, Back Bay, Copley & Prudential)
- ✓ 34 Bus Stops (Routes 9, 10, 11, 39, 43, 55, 501, 504)
- ✓ 17 Blue Bike Stations
- ✓ 38 Paid Parking Lots



First Floor

- ❑ Indoor security desk with significant space for queuing to avoid any lines on the sidewalk
- ❑ Our design will mean our windows will not need to be frosted and will be designed to beautify the existing store front
- ❑ No cannabis merchandising on the 1st floor visible to Boylston St
- ❑ Express pickup
- ❑ No loitering policy on Boylston St; monitored by our staff on the sidewalk



Second Floor

- ❑ Primary retail space for customers
- ❑ Elevated from the ground level so not visible from Boylston St and will not require frosted glass

Basement (not shown)

- ❑ Our location includes basement space for back of house operations, which is accessible by the rear alley
- ❑ All deliveries will come through the alleyway avoiding any double parking on Boylston St

Copley Connection's retail experience is focused on consumer education of safe cannabis consumption and storage.

Our guiding philosophy

- ❑ Cannabis retailers and consumption is here to stay but is a new product for many adults, leaving many with questions or simple curiosity
- ❑ There are more cannabis product choices today than ever -- customers need consultation to find **the right products and learn how to safely consume & store them**
- ❑ Many other retailers provide an uncomfortable experience where customers queue in lines, place orders and then are asked to leave
- ❑ At Copley Connection, customer experience and staff interactions will be centered around an environment where customers are invited to browse, read educational materials and sit for a consultation with our highly trained team



- ❑ **No individual pre-rolls** will be sold
- ❑ **Trash** will be disposed of in locked dumpster in the rear alleyway; **no rodent impact**
- ❑ **Vehicular traffic control:** No deliveries on Boylston St; call ahead and pick up option for customers to avoid extensive queuing
- ❑ **Crowd control** will be handled via an interior waiting room and a dedicated outdoor waiting area
- ❑ There are no outdoor speakers; there is **no added noise impact**
- ❑ **Hours of Operation are 9am-11pm;** these are commercial hours closing earlier than local restaurants and bars

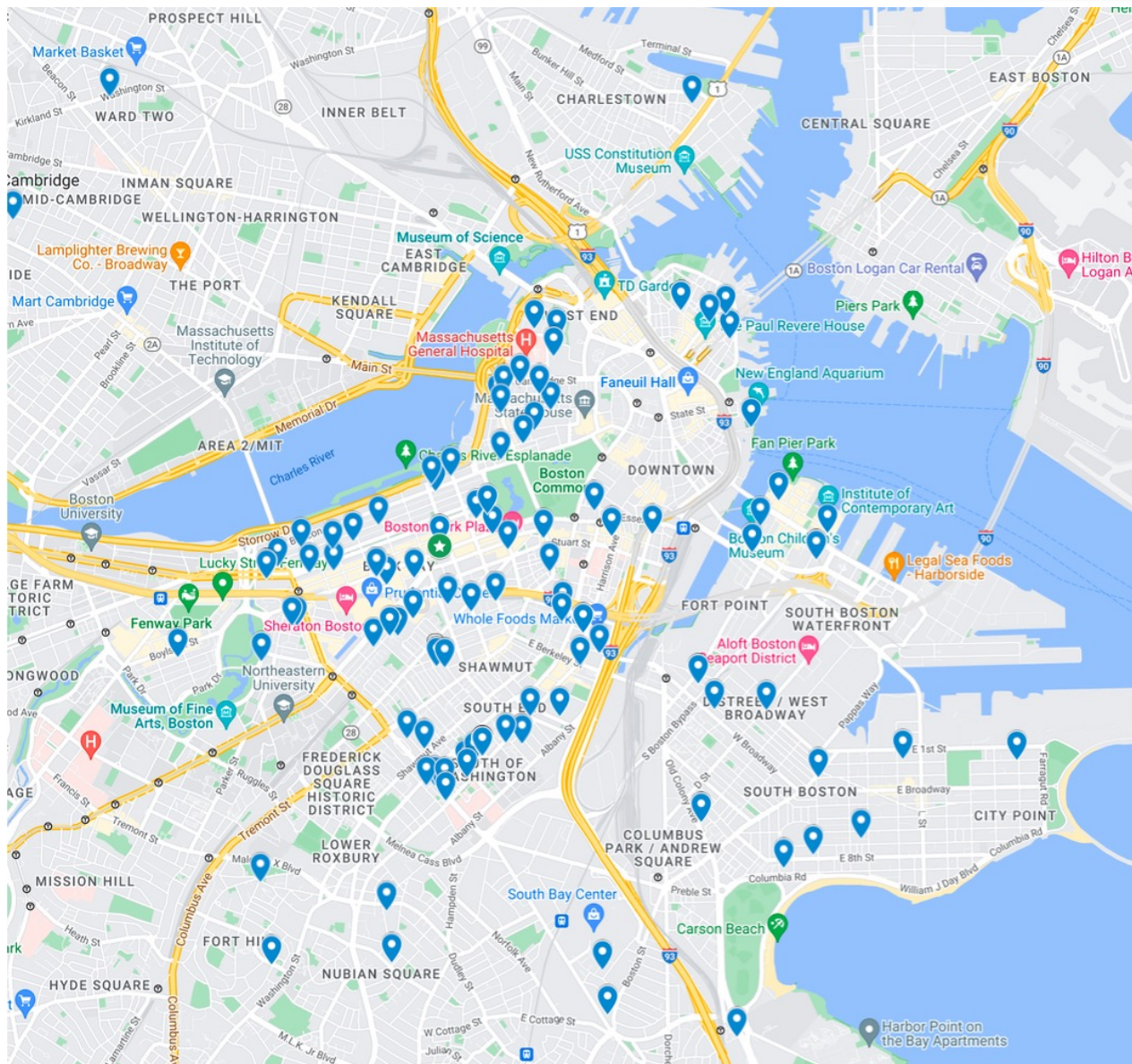


The Copley Connection is committed to being a good neighbor and making a positive impact on our community. We have identified key areas where we can leverage our resources to benefit the greater community:

- ❑ **Copley Square Park:** deriving our name from the park across the street we intend to work with the Boston Parks Department, the Friends of Copley Square, and other stakeholders to make significant and sustained contributions to the park. These include but are not limited to additional maintenance shifts, volunteer cleanups, and contributing to public events in the park.
- ❑ **Cleanliness and Access:** Boylston Street is a busy retail corridor and as part of our regular operations we plan to assign staff to monitor and regularly clean up the public spaces in front of our location. In coordination with the Boston Public Works Department, we would supply and service additional trash receptacles available to the public. We will also conduct monthly staff volunteer days to clean-up Copley Square.
- ❑ **Transportation :** Copley Connection is uniquely well served by public transit and cycling infrastructure. We will encourage all guests and employees to walk, bike, or take public transit to our location. The Copley Connection will provide a transit subsidy and complimentary Bluebike memberships to all employees. We will also provide bike parking available to customers and employees. Our outdoor security staff will not permit any customer to double park on Boylston St.
- ❑ **Public Safety:** Once operational our location will be monitored 24/7 by high-resolution security cameras, during our open hours dedicated security staff will be tasked with ensuring that there is no loitering in or around our entrance.
- ❑ **Giving Back:** Set aside percentage of profits to support community groups and initiatives.



Strong Community Support



- 325 total named supporters
- 213 letters of support
- 112 petition signatures

| | Boston | Back Bay |
|----------|--------|----------|
| Letters | 177 | 42 |
| Petition | 82 | 25 |
| Total | 259 | 67 |

| | Downtown | 02116 Zip Code |
|----------|----------|----------------|
| Letters | 114 | 31 |
| Petition | 52 | 10 |
| Total | 166 | 41 |

Local Organizations

- The Back Bay Association
- Central Synagogue Boston
- Jewish Health Organization



Copley Connection will hire, retain and promote individuals from diverse racial, cultural, socioeconomic, ethnic backgrounds, sexual orientation and disability status

We are committed this inclusive workforce from across the city, paying good wages, and offering good benefits to all employees.

The Copley Connections supports workers rights and organizing and commits to neutrality regarding employee organizing efforts.

Our Hiring Goals (at a minimum):

- ✓ 75% Boston residents
- ✓ 50% minority
- ✓ 50% women
- ✓ 10% LGBTQ+
- ✓ 10% veteran
- ✓ 5% individuals with disabilities
- ✓ We believe to achieve success in our diversity plan, **we must have diversity throughout our organization** – this means a committed approach to *hire, retain and promote* minority employees at all levels of leadership.
- ✓ **The Copley Connection is committed to providing careers** in the cannabis industry and not just a job – this means providing clear career paths for promotion throughout our organization



Copley Connection's Security Plan will ensure that the premises is safe and protected for all patients, caregivers, staff, visitors, and the general public.



Copley Connection will engage Integrated Security Group to design, implement and monitor the security system.



Pursuant to 935 CMR 500.110(1)(a)-(o), Copley Connection will implement sufficient safety measures to prevent unauthorized entrance into the facility and theft from occurring.



In accordance with 935 CMR 500.110(5), Copley Connection will have a security system to prevent and detect diversion, theft or loss of marijuana product.



Pursuant to 935 CMR 500.110(5)(a)-(f), our security system shall include, but is not limited to: perimeter alarms; failure notification system; duress alarm; video cameras in all areas containing marijuana; 24-hour recordings that are retained for at least 90 days, contain a date and time stamp and can be exported as still images; and the ability to remain operational during power outages.



Access to said systems will be limited to personnel essential to security operations, law enforcement, the security company and the Commission.
All equipment shall be in good working order at all times.



Deliveries will be discreet and randomized throughout the week. All deliveries will be made in the rear alleyway bringing in all products directly into our basement back of house space and then into our secure vault. Security staff will meet all deliveries and stay with delivery vehicles until they depart.



Our security will perform routine security perimeter checks to ensure that there is no loitering, consumption on site and to prevent the illegal double parking of cars

Pursuant to 935 CMR 500.110, **Copley Connection's security protocols will implement sufficient safety measures** to prevent unauthorized entry and the theft of product:

- ✓ Confirm the potential customer's age as twenty-one (21) or older prior to entering the facility's waiting room and show room. (935 CMR 500.110 (1)(a))
- ✓ Implement the latest technologies to confirm the validity of identification cards or other documentation to prevent unauthorized access, prevent pass backs, and notify security personnel if the ID was previously scanned before and/or if it is on a banned list
- ✓ Copley Connection will utilize technology from IDScan.net



The Copley Connection's **founders and location are a strong fit for Boston.**

Copley Connection

- ✓ Locally owned and operated
- ✓ Proven history of working with and giving back to Boston
- ✓ Large retail storefront easily accommodates all customers inside of the space; no impact to neighboring businesses
- ✓ High traffic retail location of Boylston St with only one other retail store within the 1/2-mile buffer
- ✓ Site is easily accessible by public transportation