

;;;Boston City Council 171208  
test 12-08-17

>> AT THIS HEARING WE LOOK TO  
HOLD A DISCUSSION ON THE  
OPERATION, SECURITY AND  
COMMUNITY PROCESS AND IMPACTS TO  
THE SURROUNDING COMMUNITY.  
AT THIS TIME I'M JOINED BY MY  
COLLEAGUE BAKER AND ESSAIBI  
GEORGE.

I KNOW FORMER CITY COUNCILOR  
MICHAEL ROSS IS HERE.

THANK YOU.

>> THANK YOU OF THE.

>> YOU ARE JOINED BY JD BARRY,  
ADEN O 'DONOVAN, ERIC ROBINSON,  
AND DAN LINS SK-RBGS I HEADING  
UP A SECURITY PIECE.

I WILL DEFER TO THE SPONSOR AND  
THOSE WHO WANT TO SPEAK ON THE  
MATTER.

>> I CONSIDER MYSELF, I AM ON  
THE FRONT END OF THE INDUSTRY  
HERE.

I LEAD THE DELEGATION TO DENVER.  
WE DID A LOT OF RESEARCH ON  
THIS.

ONE OF THE THINGS I CAME AWAY  
FROM DENVER WITH IS IT'S AN  
AGGRESSIVE BUSINESS.

ANY THINKING IS WE SHOULD BE ON  
THE FRONT END OF THE BUSINESS  
HERE.

ONE OF THE THINGS I WOULD LIKE  
TO SEE COME OUT OF THIS IS IF  
THERE IS A POSSIBLE WAY TO  
SPREAD THE INDUSTRY THROUGH  
CITY.

I THINK IT NEEDS TO GAIN FOOT  
HOLD CITY WIDE WE COULD START TO  
ROLL OUT MORE.

I'M O'DAY WITH THIS PETITIONER  
HERE.

HE FOUND YOU GUYS GOOD TO WORK  
WITH.

IT'S GOOD TO HAVE DAN IN  
SECURITY, A BIG BENEFIT.

-- THE PROGRESSION OF THIS BE  
NOW THAT A COUPLE ARE GOING TO  
OPEN IN DIFFERENT DISTRICTS  
MAYBE WE SHOULD HAVE THIS OPEN

IN EVERY COUNCIL DISTRICT.  
I KNOW I RAM WILLED OWN A BIT  
THERE.  
>> THANK YOU, AS A RESIDENT OF  
THE NEIGHBORHOOD WHERE THE  
DISPENSARY WILL BE LOCATED AND  
PROXIMITY TO THE INTERSECTION  
WHERE WE HAVE A NUMBER OF  
CHALLENGES AND POPULATIONS  
FIGHTING ADDICTION.  
I HAVE CONCERNS ABOUT THE  
LOCATION AND SIGHTING.  
I'M ALSO IMPRESSED WITH THE  
QUALITY AND PRESENTATION YOUR  
GROUP PUT FORWARD AND UNDERSTAND  
NOT ALL PRESENTERS AND  
PROponents WOULD BE OF THIS HOY  
QUALITY.  
I LOOK FORWARD TO BEING AN  
ACTIVE PARTICIPANT.  
>> I WILL TURN IT OVER TO YOU.  
>> THANK YOU HOLDING THE HEARING  
AND YOUR ADVICE ALONG THE WAY.  
YOU AND ESSAIBI-GEORGE AS  
RESIDENTS WE HAVE LOOKED AT THE  
INPUT YOU HAVE GIVEN TO US.  
THE DIRECT AND FRANK  
CONVERSATIONS WE HAVE HAD HAVE  
MADE US BETSER.  
WE ALSO APPRECIATE THE KIND  
WORDS YOU HAVE GIVEN US AS WELL.  
YOU HAVE MET THE TEAM.  
ADEN IS THE CHIEF OPERATING  
OFFICER AND SUBSTANTIAL  
EXPERIENCE IN THIS INDUSTRY.  
YEARS AGO WE WENT TO COLORADO.  
CAN HE SHARE THAT WITH YOU.  
HE HAS WORKED FROM THE GROUND UP  
AND OBSERVED TWO DISPENSARIES IN  
COLORADO AND LEARNED A LOT ABOUT  
THE I OBJECT DUST ROW.  
HE IS FROM HERE AND RETURNING  
HOME LOOKING TO OPEN IN  
DORCHESTER.  
NEXT WE WILL HEAR FROM ADEN IN A  
MINUTE.  
YOU HEARD ABOUT DAN HERE.  
THE CHAIR MENTIONED THE FORMER  
SUPERINTENDENT OF THE BOSTON  
POLICE DEPARTMENT.  
HE IS RUNNING THE ENTIRE  
SECURITY PROGRAM.  
HE HAS SERVED MANY YEARS ON THE  
NARCOTICS UNDER COVER AND FOR

THE BOSTON POLICE.  
HE CAN SHARE THAT WITH YOU.  
HE'S BEEN AN AMAZING ASSET TO  
OUR TEAM.  
ERIC ROBINSON IS A DORCHESTER  
RESIDENT AND AN ARCHITECT.  
HE BRINGS A GREAT DIMENSION TO  
THE TEAM AND LOCALIZES WHAT  
WE'RE TRYING TO DO.  
JD BARRY, A BOSTON BASED  
ATTORNEY WORKING ON THIS PROJECT  
AS WELL HAS ADDED TO THE TEAM.  
TO GIVE YOU THE BROAD BRUSH  
STROKES AND TURN IT OVER TO OUR  
COLLEAGUES FOR A BRIEF  
STATEMENT.  
WE PREPARED PRESENTATION.  
WE DON'T NEED TO GO THROUGH IT  
PAGE BY PAGE.  
I THINK IT'S BETTER TO HAVE A  
REFERENCE.  
I WOULD ST. HIGH POINTS WOULD BE  
SOME OF THE -- SOME OF THE  
RENDERINGS AND PROPOSED PLAN.  
>> -- A COMMITMENT PACKAGE WE  
HAVE OFFERED TO THE, TO THE  
LOCAL COMMUNITY.  
WE HAVE HAD A NUMBER OF DIRECT  
MEETINGS.  
MOSTLY WITH THE McCORMICK  
CIVIC ASSOCIATION.  
WE'RE DELIGHTED TO INFORM THE  
COUNCIL THAT THE McCORMICK  
CIVIC ASSOCIATION VOTED IN  
SUPPORT OR COULD OF BEEN  
CHARACTERIZED AS NON OPPOSITION.  
I'M NOT SURE HOW THEY DO THAT.  
CERTAINLY IN OUR FAVORITE AT THE  
HEARING.  
IT WAS A CLOSE VOTE BUT A VOTE  
IN OUR FAVOR.  
THEY'RE A GREAT GROUP.  
WE HAVE ENJOYED WORKING WITH  
THEM.  
WE HAVE MET WITH THE NEW MARKET  
BUSINESS ASSOCIATION.  
THEY'RE GROUND ZERO WORKING WITH  
SOME OF THE ISSUES WE LATED TO  
MASSACHUSETS AVENUE AND SOME OF  
THE PROBLEMS WE HAVE SEEN ON  
MASSACHUSETS AVENUE.  
WE WANT TO HELP.  
ADEN WANTS TO HELP.  
POLISH TRY ANGLE UNITED, A NEWER

GROUP THAT'S FORMING.  
WE HAVE STARTED TO MEET WITH  
THEM.  
A PRINCIPLE OF THE ORGANIZATION,  
WE HAVE MET WITH THEM AS WELL.  
WE HAVE LAID OUT A PACKAGE OF IS  
SUPPORT.  
WE KNOW THAT'S RELATIVE TO WHAT  
IS COMING OUT OF CITY HALL AND  
THE MAYOR'S OFFICE, SITE  
COUNCIL.  
ANYTHING WE DO AND COMMITMENT TO  
WOULD BE AT THE BLESSING AND  
DIRECTION OF THIS COUNCIL AND  
THIS MAYOR'S OFFICE.  
WE ALSO HAVE IN THIS PACKET.  
-- THERE IS A HALF MILE RAIDIOUS  
DIAGRAM.  
THIS IS BASICALLY ON PAGE SIX.  
WHAT THIS DOES IS WUPS THERE IS  
A DISPENSARY IT DRAWS A HALF  
MILE AROUND THE DISPENSARY.  
IT PROTECTS THE AREA OF THE  
DISPENSARY.  
SO THERE ISN'T ADDITIONAL  
DISPENSARIES.  
I SUSPECT ONCE RECREATIONAL IS  
PASSD IN BOSTON AND THE ZONING  
IS THERE.  
I SUSPECT YOU WOULD EXTRAPOLATE  
THAT POLICY TO THE RECREATIONAL  
REGIME.  
I DON'T MAKE THOSE DECISIONS  
ANYMORE.  
WOULD I SUGGEST THIS IS  
SOMETHING THAT THE COMMUNITY HAS  
RESPONDED TO.  
THE INTERESTING THING IS THIS  
ALLOWS COUNSELOR  
ESSAIBI-GEORGE'S POINT, IT  
ALLOWS NEIGHBORHOOD RESIDENTS TO  
MAKE A DETERMINATION IF SOMEONE  
HAS TO BE HERE WHO MOIETY THAT  
SOMEONE BE.  
WHERE MIGHT THEY BE.  
IT'S NOT NECESSARY -- YOU MAY  
HAVE PEOPLE NOT DELIGHTED ABOUT  
THE FACT THAT THERE IS A NEW  
INDUSTRY THAT IS BRAND NEW  
INDUSTRY WITH PEOPLE SAYING WHAT  
IS THIS, I'M NOT SURE ABOUT IT.  
THEY CAN AT LEAST MAKE THE  
DETERMINATION IF WE'RE TO BE  
LOCATED, A HALF MILE IN EVERY

DIRECTION ANOTHER DISPENSARY  
WON'T ENTER.  
I THINK THAT GIVES PEOPLE ON THE  
FENCE OR OPPOSED TO THE  
INDUSTRY.  
A REASON TO SAY IF I HAVE TO  
HAVE AN OPERATOR I WOULD WANT  
THESE FOLKS.  
THIS ONE PAGE REALLY TALKS ABOUT  
WHAT WE'RE COMMITTING TO.  
I THINK THIS GOES TO WHY WOULD  
THESE PEOPLE BE THE PREFERRED  
OPERATORS OPPOSED TO ANOTHER  
GROUP.  
FIRST AND FOR MOST WORE ALL FROM  
HERE.  
WE HAVE REPUTATIONS, WE'RE ALL  
ON THE HOOK AND ALTHOUGH ADEN  
HAS WORKED IN COLORADO HE'S ALSO  
FROM HERE.  
WE HAVE OUR NAMES ON THE LINE.  
WE MAKE COMMITMENTS.  
WE DON'T PEOPLE WALKING IN AND  
JUST BUY CAN A JOINT OR A SMALL  
PURCHASE OF MARIJUANA FOR \$5 AND  
SCRAPPING UP MONEY.  
ALMOST THE EQUIVALENT OF A NIP  
AT A LIQUOR STORE.  
-- A MINUTE MUM TRANSACTION  
PRICE.  
NO TRANSACTION BELOW \$40.  
THAT WILL DETER BAD BEHAVIOR AND  
WANTING SOMEONE TO COME IN, IN  
TERMS OF JUST BUYING A VERY LOW  
PRICED -- PURCHASE.  
THERE ARE OTHER ITEMS ON THIS.  
I DON'T NODE TO GO THROUGH AT  
THIS MOMENT.  
THE MOST SIGNIFICANT ONE WOULD  
BE, WE WON'T OPERATE AS A  
RECREATIONAL DISPENSARY.  
REGULATIONS WILL LIKELY COME OUT  
NEXT YEAR IN BOSTON.  
WE WILL NOT EVEN SEEK  
APPLICATION UNTIL AT LEAST 2020.  
THAT'S ONLY IF WE HAVE BEEN  
OPERATING FOR A ENTIRE YEAR.  
>> -- COME BACK IN 20 AND FIGURE  
IT OUT FROM HERE.  
>> YES, CORRECT COUNSELOR.  
WE WON'T EVEN MAKE APPLICATION  
OR BE AT YOUR DOORSTEP TO ASK  
FOR ANYTHING UNTIL WE HAVE  
OPERATED FOR A YEAR AND IT'S

2020 20R 21 IF WE HAVEN'T  
OPERATED FOR A YEAR.  
THAT WAS ANOTHER COMMITMENT THAT  
PEOPLE IN THE COMMUNITY  
APPRECIATED.  
IF I MAY I WOULD LOVE YOU TO  
HEAR FROM ADEN.  
>> HELLO.  
>> THANK YOU.  
>> THANK YOU FOR HAVING ME TODAY  
LIKE MIKE SAID WE WON'T GO  
THROUGH THE FULL PRESENTATION.  
>> THANKS FOR THE INTRODUCTION,  
MIKE.  
THE ONE THING YOU GOT WRONG, I'M  
MOVING BACK TO BOSTON.  
I HAVE BEEN BACK NOW FOR ALMOST  
THREE MONTHS AFTER 12 YEARS  
AWAY.  
I GREW UP IN MASSACHUSETTS.  
MOVED TO COLORADO.  
YOU KNOW, STARTED WORKING IN THE  
MEDICAL MARIJUANA INDUSTRY AND  
BECAME ABLE TO OWN MY OWN  
BUSINESS THERE.  
I HAVE OWNED AND OPERATED THAT  
FOR SEVERAL YEARS.  
AND HAVE PURSUED LICENSES HERE  
IN MASSACHUSETTS.  
FOR THE LONGEST TIME THE  
PRESENTATION WAS I WAS MOVING  
BACK.  
IN SEPTEMBER I DID FINALLY MOVE  
BACK.  
I WANTED TO CORRECT THE RECORD  
ON THAT.  
WE'RE EXCITED TO BE IN  
DORCHESTER.  
WE HAVE BEEN IN THE PROCESS  
SINCE MARCH.  
MARCH WE PUT THE PROPERTY UNDER  
CONTRACT AND BEGAN TALKING WITH  
PEOPLE OVER AT McCORMICK AND  
WITH EVERYONE ELSE.  
YOU KNOW, WE FOAL THAT, IT IS  
TRULY THE BEST LOCATION IN THE  
DORCHESTER NEIGHBORHOOD FOR THIS  
TYPE OF USE.  
WE LOOKED AT A LOT OF DIFFERENT  
PROPERTIES SOME CONSIDERED TOO  
HIGH PROFILE AND OTHER ISSUES.  
WE FEEL THIS MAKES THE MOST  
SENSE.  
WE'RE AWARE HOW CLOSE THIS IS TO

THE METHOD ON MILE.  
IT'S IN OUR BEST INTEREST TO DO  
EVERYTHING IN OUR POWER TO  
MITIGATE THAT AND MAKE THAT AREA  
BETTER.  
WE TRULY BELIEVE THAT WE ARE  
GOING TO BE, AN ASSET IN HELPING  
TO FIGHT WHAT IS HAPPENING  
THERE.  
CERTAINLY NOT EXTENDING IT DOWN  
TO THE POLISH TROY ANGLE.  
I THINK DAN COULD SPEAK MORE TO  
THAT IN A MOMENT.  
IN THE INTEREST OF TIME HERE I  
WOULD LIKE TO EMPHASIZE COMPARED  
TO OTHER AP I WILL KABTS IN THIS  
CITY AND ACROSS THE STATE WE'RE  
PROUD OF OUR EXPERIENCE AND WHAT  
WE HAVE LEARNED.  
THERE ARE A LOT OF LEARNING  
LESSONS IN COLORADO.  
A LOT OF YEARS OF JUST LEARNING  
THIS INDUSTRY.  
THERE ARE A LOT OF INs AND  
OUTs.  
THINGS THAT A LOT OF OPERATORS  
DON'T REALIZE.  
THAT COMES WITH SECURITY, WITH  
COMPLIANCE, WITH BRANDING, WITH  
GENETICS.  
THE WORKS.  
I COULD GO ON FOREVER.  
YOU KNOW, I THINK IT'S -- IT'S,  
REALLY AWESOME WHAT WE HAVE  
ACHIEVED THERE AND ACCOMPLISHED.  
WE'RE EXCITED TO BRING THAT BACK  
TO BOSTON.  
WITH THAT I WILL TURN IT OVER TO  
DAN LINSKY FOR THE SECURITY  
MEASURES.  
>> THANK YOU.  
CHAIR MEN, COUNSELORS, THANK YOU  
FOR HAVING ME.  
WITH THE JOBS YOU DO AND HAVE  
DONE FOR A NUMBER OF YEARS  
QUALITY OF LIFE ISSUES, THERE IS  
NO SMALL NEIGHBORHOOD ISSUE.  
MANY YEARS AGO IN A FORMER LIFE  
I STOOD ON THE STATE HOUSE WITH  
A HUNDRED POLICE CHIEFS WHEN  
THIS PROPOSAL WAS FIRST THOUGHT  
TO COME TO MASSACHUSETTS  
CONSIDERING RECREATIONAL AND  
MEDICAL MARIJUANA.

I THOUGHT WE SHOULDN'T DO IT I  
THOUGHT BASED ON MY EXPERIENCE  
AND INFORMATION AT THE TIME WE  
WOULD SEE A INCREASE IN CRIME,  
YOUTH UTILIZATION OF MAYOR MARIJUANA.  
WE WOULD SEE INCREASED  
CHALLENGES AND QUALITY OF LIFE  
WHERE THESE LOCATIONS WERE WOULD  
SUFFER IMMENSELY.

I ADVOCATED FOR FELLOW  
MASSACHUSETTS VOTERS NOT TO VOTE  
FOR IT.

ABOUT 78% DISAGREED WITH ME.  
THEY APPARENTLY DISAGREED WITH  
ME IN MY RECORD.

I DIDN'T SUPPORT RECREATIONAL.  
I DON'T KNOW WHETHER MY CHILDREN  
VOTED FOR IT OR AGAINST IT THEY  
WON'T REVEAL THEIR VOTES TO ME.  
I CAN TELL YOU MY WIFE SAYS THIS  
HAPPENS OFTEN.

I WAS WRONG.

I HAVE REACHED OUT TO POLICE  
CHIEFS OF FACILITIES WHERE  
MEDICAL MARIJUANA HAS BEEN.  
WHAT ARE THE ISSUES, HOW MANY  
RESOURCES AND WHAT ARE THE CALLS  
FOR SERVICE.

I HAVE BEEN SURPRISED.  
THEY'RE IN FACT SEEING  
REDUCTIONS OF CRIME IN LOCATIONS  
WHERE MEDICAL MARIJUANA IS  
SITUATED.

MOST AREAS WERE PLACES WITHOUT  
RESOURCES.

NOW YOU HAVE DEDICATED SECURITY  
PERSONNEL AND DEDICATED PEOPLE.  
THESE ARE PATIENTS, THEY ARE  
SUFFERING FROM LIFE SUFFERING  
ILLNESSES AND CHRONIC ILLNESSES.  
IT'S NO DIFFERENT FROM SOMEONE  
GETTING AN MRI, GOING IN FOR A  
DIABETIC TREATMENT WITH GETTING  
WHAT THEY NEED FROM THEIR PERSON  
CARE PHYSICIAN.

THEY'RE PROFESSIONAL PATIENTS IN  
A PROFESSIONAL ENVIRONMENT.  
WE'RE HIGHLY REGULATED IN  
MASSACHUSETTS.

REGULATIONS AROUND SECURITY AND  
COMPLIANCE.

I HAVE WITH ME THE DOCUMENTS  
FROM BROOKLINE, QUINCE SEE AND  
SALEM INCLUDING E-MAILS WHERE



THEY HAD TO PUT POLICE THERE FOR CONCERNS AND ISSUES AROUND THE FACILITIES.

IN NEWTON AND SALEM.

THEY HAVE SINCE REMOVED THEM.

THE CONCERNS THEY HAD DID NOT, DID NOT PRESENT THEMSELVES.

HROUBG YOURSELVES I HAVE A LONG DEDICATION TO THE COMMUNITIES OF THIS CITY.

I HAVE WORKED HAND AND HAND WITH EACH NEIGHBORHOOD FOR OVER 28 YEARS TO MAKE SURE THE QUALITY OF LIFE WAS IMPROVED.

I TOOK THIS VERY SERIOUSLY.

COUNSELOR BAKER AND FLAHERTY CAN -- YOUTH ACTING UP CAUSING DISTURBANCES.

PEOPLE NOT SLEEPING IN THE BEACH AREA.

THOSE ARE NOT SMALL PROBLEMS.

THOSE ARE BIG PROBLEMS.

THE SAME MENTALITY I BROUGHT TO THIS ASSIGNMENT.

MICHAEL ROSS ASKED ME TO ENGAGE IN THIS.

WE DID BACKGROUND CHECK ON THE CLIENT.

THE ABILITY TO CONTROL THE SITE WITH CAMERA ACCESS, CONTROL AND COMPLIANCE.

MAKING SURE NO PATIENT IS USING THIS IN SURROUNDING NEIGHBORHOODS.

NO VIOLENCE OR ROBBERIES.

THAT'S SIMPLE.

WE DO THAT FOR FORTUNE 500 AND CLIENTS AROUND THE GLOBE.

THE ABILITY TO TAKE THAT TO THE NEXT LEVEL WAS SOMETHING I WAS AFRAID I WOULDN'T BE ABLE TO DO.

IT WAS TALKED ABOUT EARLY ON.

OUR TAKING ON THE ENGAGEMENT.

THE CLIENT AND MICHAEL BOTH MADE A FULL INVESTMENT THAT NOT ONLY DO WE WANT TO SECURE THE FACILITY.

WE WANT TO MAKE SURE THE AREA AROUND IT.

THE QUALITY OF LIFE OF THE NEIGHBORHOOD IS IMPACTED POSITIVELY NOT NEGATIVELY.

AND ADEN HAS ALLOWED US TO PUT A PROGRAM TOGETHER WHERE WE WILL PROACTIVELY WORK WITH THE

COMMUNITY AND BOSTON POLICE  
DEPARTMENT FOR THE QUALITY OF  
LIFE AROUND THE FACILITY.  
I PERSONALLY LIKE FOOT AND  
BICYCLE PATROLS.  
MAYBE IN FEBRUARY CARS ARE MORE  
LIKELY.  
HOPEFULLY WE GO BY THE DISTRICT  
CAPTAIN AND WHAT BP WANT TO DO.  
IT MAYBE WE CONDUCT A SIMILAR  
CONTRACT AND SOMETHING ELSEWHERE  
WE HAVE REVERSE I BELIEVE  
OVERTIME.  
SO THE ASSIGNMENT IS FILLED AND  
THE OFFICER IS THERE.  
IN ADDITION WE WILL HAVE  
PERSONNEL WORKING WITH OUR  
SECURITY TEAMWORKING WITH PUBLIC  
HEALTH OFFICIALS.  
TRANSPORTATION OFFICIALS, POLICE  
TO MAKE SURE THAT TRAFFIC ISSUES  
AND OTHER CONCERNS ARE BEING  
ADDRESSED.  
I WAS PLUS ANTLY EXCITED TO SEE  
THAT THE ANNOUNCEMENT CAME UP  
TODAY.  
THE DISTRICT ATTORNEY AND COURTS  
AND BOSTON POLICE ARE HAVING AN  
ALTERNATIVE PROGRAM.  
WHERE PEOPLE ARE HAVING A HARD  
TIME WITH THEIR ADDICTION  
ISSUES.  
THIS ENHANCING PROGRAMS COULD  
GET A DIVERSE PROGRAM AND  
SERVICES THEY NEED.  
I BELIEVE THEY WORK WITH THE  
AGENCIES TO ADDRESS --  
>> WILL YOU WORK WITH PEOPLE ON  
THE STREET YOU MEAN?  
>> ABSOLUTELY.  
OUR SECURITY TEAM WOULD WORK  
WITH PEOPLE ON THE STREET.  
TO BOSTON POLICE.  
IF IT'S A CALL TO -- WE KNOW THE  
QUALITY OF THE PROGRAM THAT THEY  
RUN IN SOUTH BOSTON AND WHAT  
THEY DO TO CHANGE PEOPLES LIVES.  
WORKING WITH THEM AND  
IDENTIFYING PUBLIC HEALTH AND  
ISSUES THAT IMPACT THE QUALITY  
OF LIFE.  
>> THE PEOPLE ON THE STREET  
WALKING AROUND.  
>> YES.

>> WE HAVE TKPHEUTED AND  
DIRECTED BY THREE MAIN  
NEIGHBORHOOD ASSOCIATIONS WITH  
THE OVERSIGHT OF BOSTON CITY  
HALL AND BOSTON CITY OFFICIALS.  
.5 PERCENT IN YEAR ONE, WE  
ANTICIPATE THAT TO BE TEN  
THOUSAND DOLLARS --  
>> I DON'T MEAN TO CUT YOU OFF  
CAN.  
WE GET BACK.  
>> YES, REAL MONEY WILL BE  
BEHIND THIS.  
>> SECURITIES --  
>> THANK YOU.  
DAN, CAN WE TALK ABOUT CAMERAS  
AND YOU KNOW THE REST OF YOUR  
PLAN.  
>> ABSOLUTELY.  
I WOULD LIKE TO HEAR MORE ABOUT  
THAT IS A GOOD COMMITMENT.  
IF WE CAN FIGURE OUT A WAY YOU  
GUYS ARE IN THE LOOP.  
YOU KNOW WE CAN CONNECT YOU ON  
AND HELP AS MUCH AS WE CAN  
THERE.  
I THINK I WOULD BE HELPFUL.  
THAT SOUNDS LIKE -- WE CAN GO  
OFF RECORD AND TALK ABOUT THAT.  
>> CAN WE GET INTO CAMERAS.  
IN ADDITION TO PHYSICAL  
PERSONNEL FOR US.  
ADDITIONAL PERSONNEL WORKING FOR  
US IN AND AROUND THE SURROUNDING  
AREAS WE ARE COMMITTED TO  
ADDITIONAL CAMERAS.  
WHERE ARE THE CHALLENGING SPOTS  
AND LOCATIONS.  
RIGHT NOW THE CAPITOL BUDGET MAY  
NOT HAVE THE MONEY FOR THE  
CAMERAS.  
WE WANT TO INSTALL THEM ON OUR  
DIME.  
>> THAT WOULD BE CONNECTED  
BACK --  
>> ABSOLUTELY.  
>> CONNECTED TO THE SOUTH BAY  
SYSTEM THEY AGREE TOO.  
>> YES.  
SOUTH LINK IS WHAT WE USED FOR  
NUMEROUS YEARS.  
THE QUALITY AND CAMERA SYSTEM IS  
SECOND TO NONE.  
>> THEY WILL DO THE CAMERA

SYSTEM?

>> MY RECOMMENDATION.

>> PERFECT.

>> THOSE CAMERAS CAN BE FED TO BOSTON POLICE, A SUPERVISE NEER A BOSTON POLICE CRUISER IF THAT'S THE CASE WHEN THERE ARE CHALLENGES AND CONCERNED WE WANT TO WORK JOINTLY WITH BOSTON POLICE, THE RESIDENTS GROUPS AND ALL TO DEAL WITH THE ISSUES AND BE ACTIVE EYES AND EARS.

>> NOT JUST CAMERAS IN THE SQUARE OR NEAR THE SOUTH BAY MALL.

YOU ARE TALKING IN THE GENERAL AREA WHERE CAMERAS COULD BE HELPFUL AND NEEDED.

>> ABSOLUTELY.

>> I WANT TO TALK WITH THE CAPTAINS FROM THE TWO POLICE DISTRICTS AND COMMUNITY GROUPS AND SAY WHERE DO YOU WANT CAMERAS TO BEST ASSIST THE PROBLEMS.

IT DOESN'T HAVE TO BE A PROBLEM WITH THIS INDUSTRY.

>> IS THIS C6 OR 11?

>> WE RON C6.

WE'RE ON THE BORDER OF BOTH.

SO ISSUES AND CONCERNS.

I THINK THERE IS A JOINT CONVERSATION TO OCCUR.

>> SIX AND TWO OR ELEVEN?

>> THERE IS A LITTLE.

TWO MORE ELEVEN AND SIX.

TWO IS DEFINITELY DOWN TOWARDS THE OTHER SIDE.

>> OKAY.

THREE YOU WOULD BE DEALING WITH.

>> I HAVE DEALT WITH THEM BEFORE.

>> OKAY.

ADEN, WHAT WAS YOUR ENTRY INTO THE INDUSTRY.

YOU SAID YOU STARTED HERE.

TELL ME HOW YOU ENTERED THE INDUSTRY.

YOUR BACK GROUND THEN.

>> SURE.

I INITIALLY STARTED VERY LOW LEVEL.

I STARTED WORKING FOR A HANDFUL OF COMPANIES ON THE CULTIVATION

SIDE IN 2009.  
8 OR 9 YEARS AGO.  
THAT'S WHEN THINGS WERE JUST  
TAKING OFF IN COLORADO.  
QUITE LITERALLY OVER NIGHT  
COLORADO HAD ON THE BOOKS A  
MEDICAL MARIJUANA LAW.  
AT THAT POINT FOR ABOUT EIGHT  
YEARS.  
I THINK IT PASSED IN 2000.  
WENT INTO EFFECT IN 2001.  
IT DIDN'T ALLOW FOR  
DISPENSARIES.  
THERE WAS A MEMO FROM THE OBAMA  
ADMINISTRATION, THE FIRST ONE  
GIVING PEOPLE IN THEIR MINDS THE  
RIGHT TO OPEN DISPENSARIES IN  
COLORADO.  
2009.  
AND LIKE WILD FIRE DISPENSARIES  
WERE POPPING UP THREE TIMES A  
WEEK, IN DENVER AND BOULDER.  
>> THEY HAD LIKE 1400 LICENSES  
OVER NIGHT.  
>> IT WAS UNREAL.  
I WAS THERE FOR THAT.  
GROUND ZERO.  
THAT'S WHEN IT CAUGHT MY EYE AND  
SAID THERE IS SOMETHING TO THIS.  
THIS IS A LOT.  
I NOW PEOPLE IN THE INDUSTRY.  
I SAW THERE WAS A LACK OF  
PROFESSIONALISM AND IT NEEDS  
CLEANING UP AND I WANT TO BE  
INVOLVED.  
I HAVE HAD AN EYE FOR BOTANY AND  
THAT THING ON THE CULTIVATION  
SIDE.  
AS I MOVED UP I WAS WORKING WITH  
TWO DIFFERENT COMPANIES.  
I KIND OF GOT MORE INTERESTED IN  
THE POLITICS OF THINGS.  
THAT'S WHEN COLORADO, THE STATE,  
PASSED WHAT WAS CALLED HOUSE  
BILL 1284 WHICH PASSED I THINK  
IN 2010.  
WENT INTO EFFECT 2011.  
IT ESTABLISHED THE MARIJUANA  
ENFORCEMENT DIVISION.  
WHICH WOULD OVERSEE AND REGULATE  
AND SERVE AS A REGULATORY AGENCY  
FOR DISPENSARIES AND  
CULTIVATIONS, ETCETERA, THAT PUT  
OUT OF BUSINESS OVER HALF OF THE

OPERATORS.  
THESE ARE FLY BY NIGHT  
OPERATIONS.  
SIMILAR TO, SIMILAR THINGS  
OCCURRING IN CALIFORNIA NOW.  
BELIEVE IT OR BE.  
ESSENTIALLY THEY'RE PLAYING  
CATCHP) ywço[V'2 UP.  
NO OTHER STATE SINCE THEN HAS  
DONE IT THAT WAY.  
I APPLAUD MASSACHUSETTS FOR DOING  
IT THE RIGHT WAY DESPITE IT  
TAKING A LONG TIME AND RED TAPE.  
>> IT'S AN AGGRESSIVE INDUSTRY.  
THAT'S HOW IT HAPPENED IN  
DENVER.  
IT CAN'T HAPPEN HERE.  
>> IT'S NOT SUSTAINABLE FOR IT  
TO HAPPEN THAT WAY.  
DESPITE THE HEADACHES IN  
MASSACHUSETTS.  
THEY HAVE DELAYED THINGS ON A  
STATE LEVEL.  
IT'S FOR THE BEST TO TAKE YOUR  
TIME WITH IT AND HAVE A  
REGULATORY FRAMEWORK  
ESTABLISHED.  
RULES SET IN PLACE.  
BACK TO MY STORY, ESSENTIALLY I  
WAS WORKING WITH A COMPANY THAT  
I KNEW WAS EYEING SPOTS IN A.  
>> WHAT WERE YOU DOING FOR THE  
COMPANY?  
>> WORKING IN CULTIVATION.  
A LARGE PORTION OF THE  
CULTIVATION WAREHOUSE FACILITY.  
WE ALSO HAVE TO HAVE EXPERIENCE.  
>> WHAT -- WHAT WAS YOUR DEGREE.  
THE DEGREE MATCH.  
>> IT'S IN PSYCHOLOGY, BELIEVE  
IT OR NOT.  
RIGHT OUT OF COLLEGE I DID WORK  
IN THAT.  
IT'S SOMETHING I'M PASSIONATE  
ABOUT.  
>> ULTIMATELY WE WERE CAUGHT UP  
IN THE MEDICAL MARIJUANA  
INDUSTRY.  
I HAVE A KNACK FOR  
ENTREPRENEURSHIP AND POLITICAL  
SCIENCE.  
WHICH IS HALF WHAT HAD THE  
INDUSTRY IS.  
SO, ESSENTIALLY IN 2013.

YOU KNOW MYSELF AND A FEW OTHER  
PEOPLE PUT A PROPERTY UNDER  
CONTRACT TO PURSUE A DISPENSARY  
LICENSE.  
IT TOOK AWHILE.  
THAT DISPENSARY IS OPEN AND  
RUNNING TODAY.  
WE ALSO ALONG THE WAY PICKED UP  
CULTIVATION LICENSES TIED INTO  
THAT.  
WE HAD ANOTHER LICENSE WE DIDN'T  
SELL BUT HA H +\*T LICENSE.  
WE GOT OPEN IN THE BEGINNING OF  
2015 OPEN ABOUT THREE YEARS AND  
STARTED OUT FOR A FEW MONTHS AS  
MEDICAL ONLY.  
COLORADO HAD RECREATIONAL SALES  
FOR A YEAR ALSO.  
>> CAN I ASK YOU A COUPLE OF  
QUESTIONS?  
>> PLEASE.  
WHEN YOU TALK ABOUT, A  
COMPLAINT, NOT A COMPLAINT BUT  
ISSUE I HEARD TIME AND TIME  
AGAIN.  
PEOPLE, WHATEVER THEY'RE ON.  
THE PEOPLE CONCERNED ABOUT THAT  
POPULATION MAKING THEIR WAY INTO  
YOUR DOOR AND -- CAN YOU SPEAK  
ON THAT IS IT THE SAME PERSON.  
YOU KNOW AT THE McCORMICK  
CIVIC AND NEW BUSINESS  
ASSOCIATION.  
THIS IS ABSOLUTELY IN OUR BEST  
INTEREST.  
AS A BUSINESS TO PREVENT THIS  
FROM HAPPENING.  
IT'S NOT SMOKE AND MIRRORS AND  
SHOW.  
IF WE'RE KNOWN AS THE MEDICAL  
MARIJUANA DISPENSARY WHERE THERE  
IS A CROWD FROM METHADONE MILE  
LURKING AROUND WE'RE GOING OUT  
OF BUSINESS.  
IT'S IN OUR BEST INTEREST TO  
KEEP THAT FROM HAPPENING.  
WILL THAT PERSON WANT IN YOUR  
DOOR?  
>> MY THOUGHTS ARE NO.  
TYPICALLY PEOPLE ADDICTED TO  
OPIATES GET A HIGH FROM OPIATES.  
IF THEY'RE LOOKING FOR  
MARIJUANA.  
THEY HAVE ACCESS TO UNREGULATED

DIRT WEED FOR LACK OF A BETTER TERM.

>> IT WOULD BE, IT WOULD BE VERY OUT OF CHARACTER FOR, FOR THAT CROWD TO POOL MONEY TOGETHER IN ORDER TO COME INTO OUR HIGH END MEDICAL MARIJUANA DISPENSARY TO PURCHASE SOMETHING ADMITTEDLY MARKED UP DUE TO REGULATORY FRAMEWORK WE'RE DEALING WITH. THE TESTING OF HEAVY METALS, PESTICIDES, ETCETERA AND THIS CAUSES THE PRICE TO GO UP. IT MAKES SENSE FOR THAT CROWD TO SHOP WITH US.

THE PAIR LESS I GREW IN McCORMICK.

WE ARE PREVENTING THAT? IF SOMEONE WANTS --

>> CAN I ASK ABOUT THE SCHOOL NOW.

NOT TO CUT YOU OFF.

>> YES, LIMITED TIME.

>> THE SCHOOL HOW DID YOUR DISCUSSION GO WITH THE SCHOOL THERE.

THE FEEDBACK?

>> VERY WELL.

>> YES, SO WE, WE MET WITH SHAWN A --

>> WHAT IS THE DISTANCE THAT THE SCHOOL NEEDS TO BE FROM THE DISPENSARY.

WHAT IS THE LAW, WHAT IS THE SCHOOL THE LAW IS 500 FEET. THE SCHOOL IS OVER THAT.

>> 503 FEET.

>> IT'S APPROPRIATELY LOPSIDED.

>> HOW ARE THE DISCUSSIONS?

>> THEY WENT WELL.

>> WE HAVE BEEN IN TOUCH SINCE. ONE THING I BROUGHT TO HER ATTENTION IS THAT NOT JUST COLORADO, IT'S CLOSER TO A SCHOOL.

THE HIGH SCHOOL AT THAT, NORTH GLEN HIGH, THE MAIN HIGH SCHOOL IS, IS ADJACENT TO OUR DISPENSARY.

THIS WAS MEASURED BY PEDESTRIAN ACCESS THE WAY IT'S MEASURED BY THE CITY.

>> IT WAS ON THE OTHER SIDE.

>> GO UP THE STREET, CROSS



LEGALLY AND COME BACK DOWN.  
>> WE DON'T HAVE THAT IN  
WRITING.  
>> OKAY.  
>> I HAVE ONE MORE QUESTION FOR  
DAN.  
DAN HOW DID YOU VET ADEN?  
>> WE HAVE A DUE DILIGENT  
PROCESS.  
WE LOOK AT THE BACKGROUND AND  
ASSOCIATES AND THE FINANCES TO  
SEE WHERE MONEY CAME FROM AND IF  
THEY'RE WORKING WITH PEOPLE  
ENGAGED IN ACTIVITY WE DON'T  
WANT TO BE ASSOCIATED WITH.  
WE DO THIS ACROSS THE TKPHROEB.  
I THINK IF YOU WERE TO CALL THE  
NORTH GLEN POLICE DEPARTMENT  
THEY WOULD TELL YOU THERE WAS A  
REDUCTION IN CRIME AND NO  
CONCERNS RELATIVE --  
>> YOU HAVE BEEN IN TOUCH.  
>> I WAS RECENTLY IN COLORADO  
WITH POLICE CHIEFS AND THE  
SHERIFFS WITH CONCERNS ABOUT THE  
INDUSTRY.  
I HAVE BEEN WRONG ON WHAT I  
THOUGHT WOULD HAPPEN AND  
PLEASANTLY SURPRISED.  
THAT'S WHY WE'RE AT THE TABLE.  
WE FEEL CONFIDENT IN THE CLIENT  
AND THE PLAN FOR THE COMMUNITY.  
>> I'M GOOD.  
>> COUNSELOR ESSAIBI-GEORGE.  
>> THANK YOU FOR BEING HERE.  
I HAVE A FEW QUESTIONS.  
I WILL TRY TO GET THROUGH PRETTY  
QUICKLY.  
FIRST, ADEN, YOU MENTIONED YOU  
ARE -- YOUR ACADEMIC EXPERIENCE  
AND EDUCATIONAL PSYCHOLOGY.  
I'M CURIOUS ON OUR TRIP TO  
DENVER EARLIER THIS YEAR I MET  
WITH THE DENVER PUBLIC SCHOOL  
SYSTEM.  
THEY SHARED CONCERNS ON  
EDUCATING THEIR YOUTH PRIOR TO  
THE ROLL OUT OF RECREATIONAL AND  
MEDICAL MARIJUANA.  
WHEN I RETURNED TO BOSTON I  
PRESENTED BEFORE THE BOSTON  
SCHOOL CITY.  
I DON'T THINK AS A SCHOOL  
DISTRICT WE'RE PREPARED FOR THIS

AVAILABILITY OF RECREATIONAL USE  
OF MARIJUANA.

DO YOU HAVE THOUGHTS OR ADVICE  
ON THE LOCAL SCHOOL DISTRICT  
RESPONDING TO THE MORE  
AVAILABILITY OF MARIJUANA GOING  
FORWARD.

>> I DO.

>> THE APPROACH BEING TAKEN IS A  
MORE WIDESPREAD ADOPTION IN  
REGARDS TO TREATING SUBSTANCE  
ABUSE AS A MENTAL HEALTH ISSUE  
AND SOMETHING THAT TEAMS SELF  
MEDICATION WITH SOCIAL AN QUITE  
OR THEY'RE TRYING TO PARTY OR  
WHATEVER IT IS.

TREATING THAT MENTAL HEALTH  
ISSUE INSTEAD OF A CRIME AND  
LOCKING THEM UP AND POTENTIALLY  
RUINING A COLLEGE APPLICATION IS  
SOMETHING WE SEE MORE AND MORE  
ACROSS THE COUNTRY.

>> I THINK IT'S A GREAT STEP IN  
THE RIGHT DIRECTION.

>> I WILL WILL ALSO SAY FROM OUR  
PERSPECTIVE THE CONCEPT OF  
REGULATION IS MORE EFFECTIVE IN  
BATTLING TEAM SUBSTANCE ABUSE,  
AS A TEENAGER IN HIGH SCHOOL I  
USED MARIJUANA.

I REGRET IT.

I THINK MARIJUANA IS A GOOD  
THING FOR AN ADULT AND BETTER  
THAN ALCOHOL AS FAR AS AN ADULT  
THAT WANTS TO RELAX AT THE END  
OF THE DAY.

WHEN I WAS A TEEN MARIJUANA WAS  
EVERYWHERE AND EASY TO GET.  
ALCOHOL WAS HARD TO GET.  
YOU HAD TO HAVE A FAKE ID AND  
SOMEONE WILLING TO TAKE A RISK.  
IT WAS DAMN NEAR IMPOSSIBLE TO  
COME ACROSS A POT WILL OF LIQUOR  
OR A KEG.

BUT CANNABIS WAS EVERYWHERE.  
THAT WAS THE PROCESS OF  
UNREGULATION.

I HOPE -- THERE IS NOT, THE  
BLACK MARKET HAS ESSENTIALLY  
BEEN FLOODED BY INDUSTRY LIKE  
OURS.

>> THANK YOU.

WITHIN YOUR PRODUCT PLOY FOR  
YOUR CUSTOMERS WHAT IS THE

PERCENTAGE BETWEEN MOTORCYCLABLE MARIJUANA AND THE EDIBLES.

>> OUR PERCENTAGE IN COLORADO TYPICALLY HOVERED AROUND 60% FLOWER, A SMOKEABLE MARIJUANA AND 30 TO 35 TO 40% OF CONCENTRATES AND EDIBLES. THAT ENCOMPASSES EVERYTHING. EDIBLES ARE CLOSER TO 5% TO 10%. THERE ARE OILS AND RUBS AND CBD CAPSULES AND EVERYTHING UNDER THE SUN.

I DON'T THINK THE MARKET WILL BE TOO DIFFERENT FROM THIS MARKET OF COLORADO.

THAT'S THE BEST GUESS.

>> CAN YOU TALK ABOUT FULFILLING THE POTENTIAL CUSTOMER DEMAND.

>> I FORGET --

>> NEW ENGLAND TREATMENT ACCESS. >> INITIALLY THEY HAD CHALLENGES FOR THE CUSTOMER DEMAND.

THEY HAVE CREATED REPEAT CYSTS THROUGHOUT THE WEEK.

CAN YOU TALK ABOUT BEING PREPARED ON THE TPHPBD FROM DAY ONE.

>> THAT'S THE CONVERSATION WE'RE HAVING INTERNALLY NOW.

WE HAVE A 50,000 SQUARE FOOT FACILITY APPROVED IN -- MASSACHUSETTS FOR CULTIVATION. YOU KNOW WE'RE PROBABLY --

>> WE WILL BEGIN THE CONSTRUCTION PROCESS IN Q1 OF 2018.

WE ARE WE WOULD LOVE TO BUILD THE ENTIRE THING OUT AT ONCE. WE THINK THAT'S EXCESSIVE. WE DETERMINED THE BARE MINIMUM IS 40% IT HAD.

PROVIDING 400 POUNDS OF FLOWER MONTHLY BETWEEN THE TREE DISPENSERS.

WE HAVE A DISPENSER IN PITTSBURGH AND WATER TOWN. WE EXPECT DORCHESTER BEING THE MOST BUSY.

THE BREAKDOWN IS IN OUR MATERIALS.

WORE CONFIDENT -- IT'S POOR BUSINESS TO GO TO MARKETS AND RUN OUT OF PRODUCT.

THAT'S A BAD LOOK FOR ANY

COMPANY.

I DON'T KNOW HOW THEY RETAIN CUSTOMERS.

IT MUST BE DOWN.

PEOPLE GO IN AND SAY WE HAVE RUN OUT AND HAVE TO COME BACK.

IT'S A HASSLE AND NOT A GOOD BUSINESS PRACTICE.

WE'RE PREPARED TO GO TO MARKET WITH NO LESS THAN 40% OF THE FACILITY BUILT OUT.

THAT WOULD BE ONE OF THE BIGGEST IN MASSACHUSETTS I KNOW OF.

>> I IMAGINE, I'M NOT NO AGRICULTURE OR GARDENING FOR THAT MATTER.

>> SURE.

>> WHAT IS THE POTENTIAL FOR THE LOSS OF A CROP DUE TO INFESTATION OR ANOTHER PROBLEM THAT COULD IMPACT YOUR PRODUCTIVITY.

>> SO THERE IS THE POTENTIAL ALWAYS.

I WON'T SAY IT'S IMPOSSIBLE.

WE HAVE LEARNED OUR LESSON IN COLORADO WHAT NOT TO DO.

NOT JUST THROUGH THE PAST THREE YEARS OF MY OWN BUSINESS BUT A HANDFUL OF YEARS BEFORE THAT WORKING IN OTHER BUSINESSES WITH LOSS.

USUALLY IT'S NOT DUE TO A INFESTATION.

IT'S DUE TO NOT PASSING A TEST. ESSENTIALLY YOU WOULD SAY, YOU HAVE A FULL HARVEST.

EVERYTHING IS READY TO GO TO MARKET AND YOU SEND IT TO THE TESTING LAB.

THEN IT COMES BACK AS TOO HIGH AND BIO CONTAMINATED.

TOTAL YEAST AND MOLD COUNT IS WHY YOU LOSE A CROP.

THEN YOU DESTROY THE CROP UNDER THE SUPERVISION OF THE STATE.

I'M LESS WORRIED ABOUT LOSING DUE TO A INFESTATION OF SPIDER MITES OR POWDERY MILDEW.

THE TECHNOLOGY WE'RE IMPLEMENTING.

WE HAVE THE BELLS AND WHISTLES.

IT'S NOT CHEAP.

MILLIONS OF DOLLARS OF

MANUFACTURING EQUIPMENT.  
MAKING SURE WE PREVENT AN  
ENVIRONMENT WHERE THIS, THIS  
TESTS AND MILDEW AND MOLDS CAN  
THRIVE AS WELL AS STANDARD  
OPERATING PROCEDURES WHERE  
EMPLOYEES HAVE TO, YOU KNOW  
CHANGE THEIR CLOTHES BEFORE THEY  
COME IN AND LEAVE.

NOT QUITE HAS MAT SUITS BUT  
PREVENTING CROSS CONTAMINATION.  
WE HAVE TWEAKED AND TAILORED THE  
SOPs OVER SEVERAL YEARS.  
WE'RE COMFORTABLE WITH WHERE WE  
STAND.

IT'S FORTUNATE THE MASSACHUSETTS  
TESTING REQUIREMENTS ARE VERY  
SIMILAR TO COLORADO.

WE KNOW WHAT WE'RE UP AGAINST.  
WE HAVE CREATED PROCEDURES THE  
LAST SEVERAL YEARS TO BE  
SUCCESSFUL IN THE ENVIRONMENT.  
>> AND WHERE WILL YOUR OFFICE  
BE, WHERE ARE YOU PHYSICALLY  
LOCATED THE MAJORITY OF THE  
TIME.

>> I HOPE TO BE LOCATED IN  
DORCHESTER FACILITY.

IT'S ACTUALLY TWO STORIES.  
RIGHT NOW WE HAVE THE FIRST  
FLOOR AT 3000 SQUARE FEET FOR  
SALES AND UPSTAIRS FOR CORPORATE  
OFFICE.

OUT OF ANYWHERE WE HAVE IT'S  
CLOSEST TO WHERE I LIVE.

THAT IS THE INTENTION.

AS WE GROW AND HOPEFULLY AS WE  
DO WELL I THINK IT MIGHT BE IN  
OUR BEST INTEREST TO HAVE AN  
OFFICE DOWNTOWN.

AGAIN THIS IS A VERY POLITICAL  
AND FINANCED BASED INDUSTRY.  
YOU KNOW, IT MAY MAKE SENSE FOR  
OUR COMPANY LOCATED IN SEVERAL  
PLACES THROUGHOUT THE STATE TO  
HAVE A CORPORATE HEADQUARTERS  
DOWNTOWN.

THINK AT THE BEGINNING IT WILL  
BE THERE IN DORCHESTER.

SIMPLY BECAUSE WE HAVE THE  
OFFICE SPACE.

>> GREAT.

>> TWO MORE QUESTIONS.

>> IN YOUR PRESENTATION YOU TALK

ABOUT MARKET PROJECTIONS BASED  
ON ACTIVE CARD HOLDERS IN THE  
REGION.

WHAT IS CONSIDERED THE REGION.  
>> THE REGION, I THINK FOR HERE  
IS A THREE MILE RADIUS  
ESSENTIALLY.

YOU KNOW, IT'S DORCHESTER, MOST  
OF DORCHESTER, SOUTH BOSTON, A  
LITTLE BIT OF THE SOUTH END.  
AND A LITTLE BIT OF ROXBURY AND  
JP.

ESSENTIALLY WE PUT TOGETHER THE  
PROJECTIONS FOR OTHER  
PROJECTIONS FOR OUR  
DISPENSARIES.

IN WATER TOWN WE SAID A 5-MILE  
RADIUS.

IN PITTSBURGH IT'S A TEN MILE  
RADIUS.

THINGS ARE MORE RULE THERE.  
AS YOU ARE BAN AS BOSTON IS WE  
FOUND THAT THREE MILES WAS  
INAPPROPRIATE BUFFER.

>> THREE MILES FROM THE  
FACILITY?

>> THREE MILES FROM THE  
FACILITY.

I DON'T THINK PEOPLE WILL TRAVEL  
THAT MUCH FURTHER FROM THREE  
MILES.

THEE MILES CAN TAKE 20 MINUTES.  
IF NOT MORE.

>> YES.

>> WHERE AS YOU KNOW TEN MILES  
IN PITTSBURGH WE'RE ON ROUTE  
TWO.

WE EASILY PULL BUSINESS FROM  
WESTMINSTER AND OTHERS.

FOR HERE IT'S THE DIFFERENCE OF  
GOING FROM ONE SPOT TO THE NEXT.  
SO, THAT WAS OUR CALCULATION  
THERE.

>> GREAT.

>> MY LAST QUESTION IS, DAN, YOU  
WERE REFERENCING WORKING WITH  
PEOPLE ON THE STREET CAN YOU  
DESCRIBE WHAT THAT MAY LOOK  
LIKE?

>> ANYONE UTILIZING DRUGS,  
ALCOHOL, CAUSING A CONCERN FOR  
THE QUALITY OF LIFE OF THE  
NEIGHBORHOOD WE WOULD WORK WITH  
BOSTON POLICE TO IDENTIFY THE

ISSUES AND MAKE SURE THEY KNOW  
THE ISSUES ARE GOING ON.  
>> IF POLICE INTERVENTION IS  
NOT THE APPROPRIATE MEDICINE  
MAKING A CALL AND REFERRAL TO A  
RATCH OUT TEAM, PUBLIC HEALTH  
COMMISSION OR GAVIN HOUSE OR ANY  
OTHER GROUP PUTTING ALL  
RESOURCES THAT WE CAN TO DEALING  
WITH THE ISSUES.

WE, WE USE TO HAVE SIMILAR  
PROGRAMS BACK WHEN I WAS  
ACHIEVE.

WE WORKED WITH THE AGENCIES IN  
THE CITY, COMMUNITIES GROUPS TO  
FIX THE PROBLEMS.

IF THE LIGHTS ROUTE AND IT'S A  
CALL TO THE MAYOR'S OFFICE TO  
LET THEM KNOW TO HELP MAKE THE  
CALL, WE'RE EYES AND EARS.  
THAT'S WHAT WE HOPE TO BE.

>> THANK YOU.

>> SO THE BUSINESS MODEL OR --  
THE 7 DAYS A WEEK, 8:00 A.M. TO  
8:00 P.M.

IS THAT NECESSARY AND THE NORM?  
IS THAT WHAT YOUR COMPETITORS  
ARE DOING?

TAKE ME THROUGH THAT PROCESS.  
I'M THINKING OF SATURDAY, SUNDAY  
AFTERNOON IN JULY AND AUGUST.  
IT IS 100 DEGREES.

PEOPLE ARE REALLY GOING TO GO  
DOWN TO --

>> YES.

BELIEVE IT OR NOT.

THOSE ARE PRETTY MUCH EXACTLY  
OUR HOURS IN COLORADO.

UP UNTIL VERY RECENTLY.

THEY EXTENDED HOURS TO 10:00 TO  
COMPETE WITH OTHER COMMUNITIES  
THAT ARE DOING THAT.

FOR THE LAST THREE YEARS, IT'S  
BEEN 8:00 TO 8:00.

IT'S PRETTY CONSISTENT ACROSS  
THE BOARD.

WE DON'T WANT TO PIN OURSELVES  
IN A HOLE OF ONLY SERVING THE  
PEOPLE THAT WORK 9:00 TO 5:00,  
PEOPLE THAT WORK IN TRADITIONAL  
INDUSTRIES.

MAYBE THEY'RE A TRUCK DRIVER.  
MAYBE THEY'RE WORKING A NIGHT  
SHIFT AT A HOSPITAL.

MAYBE THEY'RE WORKING AT A RESTAURANT AND THEY HAVE CERTAIN DAYS OFF.

OUR INTENTION IS TO BE OPEN AND AVAILABLE TO SERVE THEM SEVEN DAYS A WEEK IN THE BEST WAY THAT WE CAN WITHOUT NEGATIVELY IMPACTING THE NEIGHBORHOOD.

>> FROM A COMPETITIVE STANDPOINT --

>> IN MASSACHUSETTS, I CAN'T SPEAK TO THAT ENTIRELY BECAUSE THE CLOSEST COMPETITORS, I THINK -- THERE'S ONLY ONE THAT'S OPEN IN BOSTON RIGHT NOW, AND I DON'T KNOW -- I THINK THEY'RE OPEN SEVEN DAYS A WEEK.

I DON'T KNOW IF THERE'S BEEN -- THERE'S BEEN FIVE OTHERS APPROVED.

I DON'T KNOW WHAT THEIR PROPOSED HOURS ARE.

>> IS THAT THE NORM IN THE INDUSTRY TO BE SEVEN DAYS A WEEK AND THAT LENGTH OF TIME?

>> JUST LIKE CVS AND RITE AID. THINGS COME UP.

MAYBE YOU'RE A PATIENT THAT USES INTERMITTENTLY BECAUSE YOU HAVE CHRONIC PAIN.

WHEN YOUR PAIN CLEARS UP, YOU WANT TO GET THE MEDICINE.

IF THAT IS MONDAY THROUGH FRIDAY, GREAT.

BUT SOMETIMES IT IS OFF HOURS AND WEEKENDS.

>> THROUGH THE COMMUNITY PROCESS, THERE ARE VARIOUS CIVIC ORGANIZATIONS THAT YOU HAVE TO GO AND MEET WITH THEM, SO THEY'RE AWARE IT IS SEVEN DAYS A WEEK.

>> THAT'S ONE OF THE FIRST THINGS THAT CAME UP.

THERE WAS A LITTLE BIT OF PUSHBACK ON SUNDAY SALES.

>> IF THAT COMES BACK AT US, WOULD YOU BE OPEN TO WORKING WITH US FOR SUNDAY?

>> YEAH, WE COULD BE OPEN TO THAT, IF ABSOLUTELY IN THIS. NOT OUR PREFERENCE.

>> MY LAST QUESTION WOULD BE, HOW MANY JOBS ARE ON THE --



WELL, THIS IS A COUPLE  
QUESTIONS.  
HOW MANY JOBS IN THE DISPENSARY  
AND HOW DO WE GET PEOPLE THAT  
MAY LIVE AROUND -- IT'S A GROUND  
FLOOR JOB FOR SOMEBODY IN SEVEN  
OR EIGHT YEARS OR TEN YEARS  
COULD BE LOOKING AT THEIR OWN  
DISPENSARY.  
>> OF COURSE.  
WE'RE LOOKING AT ABOUT 15 JOBS  
OR SO FOR THE DORCHESTER  
DISPENSARY.  
>> THAT'S NOT INCLUDING DAN.  
>> THAT'S NOT INCLUDING SECURITY  
PERSONNEL.  
POSSIBLY CLOSER TO 20 AS WE GET

BUSIER.  
ONE THING AS FAR AS LOCAL HIRING  
THAT WE TALKED ABOUT TO BE DONE  
IN COLORADO IS WE MADE THAT PART  
OF THE CITY.  
WE SAID WE'RE GOING TO DO  
EVERYTHING IN OUR POWER TO HIRE  
RESIDENTS OF THIS COMMUNITY IN  
ORDER TO GIVE BACK.  
IF YOU GO TO OUR STORE TODAY,  
THERE'S AT LEAST -- I THINK  
THERE'S AT LEAST THREE OR FOUR  
EMPLOYEES THAT ARE FROM THE  
COMMUNITY.  
THERE IS ONE FROM THE TOP OF THE  
PILE IMMEDIATELY BECAUSE THEY  
WERE FROM THAT COMMUNITY.  
EVERYONE WANTS TO WORK IN THE  
MARIJUANA INDUSTRY.  
WE HAVE A LOT OF APPLICATIONS  
EVERY DAY, AND IT'S TOUGH TO  
SIFT THROUGH.  
ONE THING THAT BUMPS THAT  
APPLICATION TO THE TOP OF THE  
PILE IS THEIR ADDRESS.  
>> YOU'RE GOING TO NEED TO HIRE  
AND THEN SEND THEM TO  
CERTIFICATION.  
THERE'LL BE A CERTIFICATION FOR  
WORKERS THROUGH THE STATE?  
>> EXACTLY.  
>> THEN PAY TO CERTIFY?  
>> THAT'S THE WAY IT IS WORKING  
IN MASSACHUSETTS RIGHT NOW.  
THAT'S THE WAY IT USED TO WORK  
IN COLORADO.

I IMAGINE AS THE INDUSTRY  
MATURES IT WILL BE SIMILAR TO  
OTHER STATES.  
AS SOMEONE WHO HAS INTEREST IN  
WORKING IN THE INDUSTRY, THEY'LL  
GET THEIR BADGE.  
IT MAKES IT EASIER FOR THE  
EMPLOYER.  
IN COLORADO, IT ONLY COSTS \$40.  
>> WHAT'S IT GOING TO COST HERE?  
>> I DON'T THINK THEY HAVE  
DETERMINED THAT.  
THE CDC IS STILL DETERMINING  
THAT.  
>> THAT WILL CONCLUDE TODAY'S  
HEARING REGARDING MEDICINAL  
MARIJUANA IN DORCHESTER  
DISPENSARY.  
WORK CLOSER WITH THE SPONSOR IN  
PRODUCING A COMMITTEE REPORT  
WITH THE ANTICIPATION OF TRYING  
TO HAVE SOMETHING AT OUR NEXT  
COUNCIL MEETING.  
I APPRECIATE YOU-ALL TAKING THE  
TIME TO COME IN HERE AND  
PARTICIPATE IN THE PANEL  
DISCUSSION.  
WE'LL GET SOMETHING DRAFTED.  
I'LL WORK WITH MY COLLEAGUES AND  
TRY TO GET A VOTE OUT AS SOON AS  
POSSIBLE.  
>> THANK YOU VERY MUCH.  
>> DOCKET 1488, THE COMMITTEE IS  
ADJOURNED.  
>>> GOOD MORNING, EVERYONE.  
I'M MICHAEL FLAHERTY.  
TODAY WE'RE HERE TO DISCUSS  
DOCKET 1425.  
IT ALLOWS A MUNICIPALITY THAT  
ACCEPTS THAT SECTION TO ACCEPT A  
LOCAL SALES TAX FOR MARIJUANA OR  
MARIJUANA PRODUCTS BY A  
RECREATIONAL MARIJUANA DEALER.  
DEALER SETS THE RATE OF THE  
LOCAL SALES TAX ON MARIJUANA AT  
THE MAXIMUM ALLOWED 3% RATE.  
THIS WAS SPONSORED BY MAYOR  
MARTIN WALSH AND REFERRED TO THE  
COMMITTEE ON GOVERNMENT  
OPERATIONS ON NOVEMBER 15th.  
RECENTLY AMENDED BY SECTION 13  
OF CHAPTER 55 OF THE ACTS OF  
2017 AFTER THE LEGALIZATION OF  
MARIJUANA IN 2016 PROVIDES A

LOCAL SALES TAX ON RECREATIONAL MARIJUANA SALES.

DOCKET 1425 SAYS CHAPTER 5, BUT IT SHOULD BE REFLECTED IN EVERYONE'S NOTES ON PUBLIC RECORD IT IS ACTUALLY CHAPTER 55.

DOCKET 1425 IS IN ORDER TO ACCEPT THE LOCAL SALES TAX OPTION AND TO SET THE LOCAL TAX RATE ON RETAIL MARIJUANA AND MARIJUANA PRODUCTS IN THE CITY OF BOSTON AT 3%.

EVEN THOUGH THERE AREN'T YET MARIJUANA RETAILERS IN THE CITY OF BOSTON, THE MAYOR RECOMMENDS SETTING THE TAX RATE NOW TO BE ABLE TO TAX SUCH SALES IN THE EVENT A RETAILER BECOMES OFFICIALLY LICENSED IN BOSTON. WE'RE JOINED TODAY BY FRANK BAKER AND MARK CIOMMO AND JUSTIN, THE CITY OF BOSTON BUDGET DIRECTOR.

YOU HAVE THE FLOOR.

IF YOU CAN MAKE SOME INTRODUCTORY COMMENTS, THEN WE CAN HAVE BACK AND FORTH.

THERE ARE INDUSTRY REPRESENTATIVES THAT ARE HERE THAT MAY AT SOME POINT MAY COME DOWN HERE AND BE PART OF A PUBLIC PANEL.

>> THANK YOU FOR INVITING ME. AS YOU MENTIONED, I'M JUSTIN. I'M THE BUDGET DIRECTOR FOR THE CITY OF BOSTON.

I'M HERE TO OFFER TESTIMONY IN SUPPORT OF 1325 THAT WILL SET THE TAX RATE AT 3% FOR RECREATIONAL MARIJUANA.

THIS IS IN RESPONSE TO LAW THAT'S PRODUCED REGULATIONS. WE BELIEVE THAT SETTING THE TAX RATE AT 3% IS A PRUDENT MOVE FOR THE CITY.

WE ARE STARTING TO LOOK AT WHAT THIS IS GOING TO COST AS PART OF ENFORCEMENT REGULATIONS, PUBLIC HEALTH, EDUCATION AS PART OF THE CITY BUDGET FOR FY '19.

EVEN AT 3%, THE REVENUE OF THE CITY WILL ONLY PARTIALLY SUPPORT THOSE OPERATIONS.

WE'VE TAKEN A LOOK AT OTHER CITIES THAT HAVE MORE MATURE MARKETS, DENVER BEING A PRETTY GOOD PROXY FOR WHAT THE CITY HAS IN TERMS OF POPULATION. BOSTON IS OBVIOUSLY A LITTLE MORE DENSE THAN DENVER. THEY SPEND UPWARDS OF \$5 MILLION TO \$6 MILLION A YEAR IN REGULATION AND ENFORCEMENT OF MARIJUANA.

CITY TAX RATE WILL GIVE US SOME OF THE RESOURCES, BUT WE DON'T THINK IT WILL BE ENOUGH TO COVER ALL THE COSTS THAT THE CITY WILL INCUR.

SETTING THE TAX RATE NOW IS IMPORTANT BECAUSE AS WE GET INTO THE FY '19 BUDGET PROCESS WE WANT TO MAKE SURE THAT WE REFINE WHAT WE THINK THE ESTIMATES ARE GOING TO BE ON THAT.

SECONDLY, FOR THE BUSINESSES THAT ARE SORT OF LOOKING TO OPEN UP IN BOSTON, WE THINK IT IS IMPORTANT TO SET THE TAX RATE SO THEY KNOW WHAT TO EXPECT ON THE LOCAL LEVEL.

THE AMOUNT THAT WE RECEIVE IN FY '19 WILL DEPEND LARGELY ON THREE THINGS -- THE SPEED IN WHICH THE STATE CANNABIS CONTROL COMMISSION OFFERS LICENSES. THEY'VE SET A DEADLINE OF MARCH 15th FOR THEIR REGULATIONS AND THEN ACCEPT APPLICATIONS FOR BEGINNING SALES IN JULY 1st OF 2018.

IT IS GOING TO TAKE BUSINESSES FINDING LOCATIONS AND ZONING AND UNDERSTANDING WHAT THEIR NEEDS ARE GOING TO BE.

THEN FINALLY, UNDERSTANDING THAT THERE WILL BE AN ADDITIONAL PROCESS TO FIGURE OUT WHERE TO LOCATE THESE.

I'M ASSUMING IT WILL BE A PUBLIC PROCESS BOTH HERE AND SORT OF IN THE COMMUNITY TO UNDERSTAND WHAT THE IMPACTS ARE GOING TO BE, SO WE THINK IT IS AN IMPORTANT STEP TO GET THE BALL ROLLING.

WE'LL OBVIOUSLY BE HAVING ADDITIONAL CONVERSATIONS AS THIS

PROCESS DEVELOPS OVER THE NEXT FEW MONTHS.  
SETTING THE TAX RATE NOW WILL BE SETTING THE EXPECTATIONS AS FAR AS THE BUSINESS AND WHAT THE CITY WILL NEED IN TERMS OF ENFORCEMENT, REGULATION, AND HEALTH.

>> THANK YOU, JUSTIN, FIRST AND FOREMOST FOR PARTICIPATING.  
63% OF CITYWIDE OF BOSTON VOTERS SAID YES TO RECREATIONAL MARIJUANA.

A LOT OF QUESTIONS ARE GOING TO LOOM.

I KNOW IT IS A LITTLE PREMATURE THAT WE'RE GETTING THE TAX IN PLACE BEFORE RETAILERS ARE UP AND RUNNING, BUT ANY GUESSTIMATES?

IS THERE ANY THOUGHTS ABOUT WHAT THAT REVENUE WILL BE USED FOR?

>> SURE.

COLORADO HAS A \$1.3 BILLION A YEAR BUSINESS IN RECREATIONAL MARKET.

WHEN THE MARKET IS FULLY UP AND RUNNING HERE IN MASSACHUSETTS, WE COULD SEE NUMBERS NOT AS HIGH, BUT SOMETHING CLOSE TO THAT.

BOSTON IS THE LARGEST POPULATION DENSITY AREA.

THINKING ABOUT THAT IN TERMS OF REVENUE, WE THINK SOMEWHERE BETWEEN 2 MILLION AND 3 MILLION IN THE FIRST YEAR.

THE STATE RECENTLY AT THE CONSENSUS REVENUE HEARING LAST WEEK PUT A BALLPARK FIGURE BETWEEN 40 MILLION AND 80 MILLION IN STATEWIDE COLLECTIONS.

WE REPRESENT ABOUT 3% ABOUT THAT.

THEIR TAX RATE IS 17%.

WE THINK SOMEWHERE BETWEEN 2 AND 3 MILLION IS A REASONABLE ESTIMATE FOR THE FIRST YEAR, BUT WE'LL BE WORKING TO REFINE THAT OVER THE NEXT FEW MONTHS.

ENFORCEMENT AND REGULATION ARE GOING TO BE THE TOP THINGS THAT COME INTO PLAY INITIALLY.

THAT'S GOING TO BE COST AT BPD.  
WE'LL HAVE TO WORK WITH  
DEPARTMENTS OVER THE NEXT FEW  
MONTHS TO FIGURE OUT WHAT THE  
PROCESS WILL BE TO FUND SOME OF  
THESE THINGS, BUT THE MONEY  
WE'LL BE RECEIVING AS PART OF  
THE SALES TAX WILL GO INTO THE  
GENERAL FUND AND WILL BE  
AVAILABLE THROUGH THE  
APPROPRIATION PROCESS IN THE  
UPCOMING YEAR.

>> WE'VE BEEN JOINED BY MATT  
O'MALLEY AND ANNISSA GEORGE.

>> I HAVE JUST TWO QUESTIONS  
BECAUSE THE GENERAL LAW ALLOWS  
TO IMPOSE A TAX AT 3%.  
CAN YOU TALK ABOUT HOW THAT  
DECISION WAS MADE AS OPPOSED TO  
DOING 1 OR 2.5?

>> SURE.

I WOULD SAY 3% IS NOT GOING TO  
BE ENOUGH AS IS.

I THINK WE WANTED TO MAXIMIZE  
THE RESOURCES THAT WE HAVE  
AVAILABLE TO REGULATE THIS  
INDUSTRY MOVING FORWARD.

I THINK I MENTIONED BEFORE  
DENVER SPENDS 6 MILLION TO 10  
MILLION A YEAR ON PROGRAMS.  
3% IS ROUGHLY TO 2 TO 3 MILLION  
A YEAR.

THAT WON'T COVER HALF OF WHAT  
DENVER SPENDS ON REGULATION  
ENFORCEMENT.

WE THINK SETTING THE MAXIMUM TAX  
RATE RIGHT NOW AND SEEING WHAT  
THE REVENUE BRINGS IN IS THE  
BEST APPROACH AT THIS POINT.

>> IS THERE AN OPPORTUNITY AT  
ALL TO DESIGNATE THAT SPECIFIC  
REVENUE, THE 3%, TOWARDS  
SPECIFIC PROGRAMS AS OPPOSED TO  
THE GENERAL FUND?

>> SURE.

THE WAY I UNDERSTAND IT THE 3%  
WILL GO INTO THE GENERAL FUND.  
WE CAN TALK AND LOOK AT  
PRIORITIES THROUGHOUT THE BUDGET  
PROCESS.

THERE WILL BE A SEPARATE PROCESS  
FOR COMMUNITY MITIGATION FEES.  
RETAILERS WILL ENTER INTO A  
POST-AGREEMENT WITH THE CITY.

WE'LL IMPOSE AN ADDITIONAL FEE OR AGREEMENT WITH THE RETAILER TO COLLECT ANOTHER 3% ON TOP OF THAT.

THAT WILL GO POTENTIALLY INTO A SEPARATE FUND THAT WE WOULD SORT OF DEDICATE TOWARDS VERY SPECIFIC MITIGATION ISSUES AROUND THAT SPECIFIC RETAILER. I THINK WE'LL SORT OF CONTINUE TO MONITOR, BUT I THINK THERE WILL BE MORE THAN ENOUGH COST TO GO AROUND THAN WHAT THE TAX WILL COVER.

>> THANK YOU.

>> HI, JUSTIN.

HOW ARE YOU TODAY?

>> GOOD.

HOW ARE YOU?

>> DO YOU THINK THE COSTS ARE GOING TO BE ADMINISTRATIVE?

>> YEAH.

I WOULD SAY ADMINISTRATIVE IN GETTING THE PROGRAM UP AND RUNNING.

>> MAYBE YOU CAN TALK ABOUT -- WHEN YOU TALK ABOUT GETTING THE PROGRAM UP AND RUNNING, WHAT WOULD THAT PROGRAM BE?

>> THAT WILL BE DETERMINED THROUGH THE ZONING PROCESS AND THE PROCESS OF HOW THE SHOPS ACTUALLY GET LICENSED AND PUT INTO DIFFERENT PLACES.

I THINK WE'RE STILL WORKING THROUGH THAT PROCESS AS A CITY. SOME OF THAT WILL DEPEND ON WHAT THE CCC'S FINAL REGULATIONS ARE AND SORT OF WHAT THE RESTRICTIONS ARE, HOW TO GET THEM IN THE RIGHT PLACES, THEN ENFORCEMENT ON BOTH THE RETAIL SIDE AND THE HOME GROWN SIDE. I THINK THERE IS A LITTLE LESS PUBLICITY THAT AN INDIVIDUAL WILL BE ABLE TO GROW PLANTS IN THEIR OWN HOME.

>> THAT WOULD BE POLICE TO DETERMINE?

>> THAT'S DEFINITELY A POSSIBILITY.

YEAH.

I THINK IT IS TOO EARLY TO SEE OVERTIME HOURS OR SPECIFIC

COSTS, BUT I THINK THAT'S DEFINITELY A LOCATION WE'LL BE LOOKING AT.

>> HAVE THERE BEEN TALKS ABOUT WHAT POTENTIAL -- OF THE DISPENSARIES, WHAT THE POLICE COSTS MAY BE IN AND AROUND A DISPENSARY?

IS THERE ANY WAY TO -- IS THERE NO REAL WAY TO DETERMINE THAT?

>> WE HAVEN'T GOTTEN THAT FAR IN THE CONVERSATIONS YET.

WE HAVEN'T RECEIVED ANY APPLICATIONS, SO WE HAVEN'T REALLY BEGUN THAT PART OF THE PROCESS OF UNDERSTANDING WHAT THE COSTS ARE GOING TO BE.

I THINK IT IS GOING TO BE A WHILE BEFORE WE'RE GETTING ANY MONEY BECAUSE THE DISPENSARIES THAT ARE OPENING UP ARE ALL MEDICAL.

WE'RE NOT GOING TO TAX THEM. THE RETAIL, IT'S GOING TO BE AWHILE BEFORE WE GET ANY RETAIL.

>> WE DEFINITELY HAVE THAT SAME FEAR.

>> YOUR PROGRAM IS GOING TO NEED TO BE UP AND RUNNING BEFORE WE COLLECT ANYTHING.

>> ABSOLUTELY.

>> BECAUSE IT IS GOING TO BE ALL MEDICAL FOR US TO ALLOW THE BUSINESS TO GROW SO PEOPLE CAN UNDERSTAND THE BUSINESS, I THINK.

IT'S GOING TO BE DIFFICULT TO GENERATE TAX MONEY FOR A COUPLE YEARS, I THINK.

>> YEAH, DEFINITELY.

THAT'S WHY WE LOOK FOR GUIDANCE FROM THE STATE DEPARTMENT OF REVENUE BECAUSE THEY'RE PUTTING A \$40 MILLION TO \$80 MILLION ESTIMATE ON WHAT THEY THINK THEY'RE GOING TO COLLECT FOR NEXT YEAR.

WE'RE TRYING TO BE AS CONSERVATIVE AS POSSIBLE, BUT BE WITHIN THAT.

>> THANK YOU.

>> THANK YOU, MR. CHAIRMAN.

HI, JUSTIN.

WHO WILL BE NEGOTIATING THE HOST



AGREEMENTS?

>> THAT'S A GOOD QUESTION.  
I DON'T THINK WE HAVE FINALIZED THAT EXACTLY.  
I THINK THERE WILL PROBABLY BE INPUT FROM SEVERAL DIFFERENT DEPARTMENTS IN THE CITY.  
I THINK IT WILL DEPEND ON WHAT THE PROCESS IS FOR ZONING AND SORT OF SITING THE FACILITIES.  
I DON'T THINK WE HAVE HAD ENOUGH OF THOSE CONVERSATIONS YET.  
THAT ALL SORT OF DEPENDS A LITTLE BIT, LIKE I SAID BEFORE, ON THE REGS THAT COME OUT OF THE CCC.

WE'LL CONTINUE TO WORK ON THAT AS A GROUP EFFORT, BUT NOT A SPECIFIC DEPARTMENT IN MIND RIGHT NOW.  
>> IS IT POSSIBLE TO ADD A LOCAL OPTION, SO TO SPEAK, IN A HOST AGREEMENT AND NOT CALL IT A LOCAL OPTION, BUT CALL IT SOMETHING ELSE, A PERCENTAGE? TO THE POINT YOU MADE EARLIER, WE MAY NOT HAVE ENOUGH TO PAY THE COST FOR STAFF TO INSPECT AND REGULATE.

WHEN WE WENT TO DENVER, THE CITY OF DENVER GETS EXCISE TAXES AND ALL THESE EXTRA TAXES AND THEY PROVIDE A LOT OF MONEY FOR EDUCATION.

I JUST HOPE THAT WE CAN GET ENOUGH REVENUE TO REGULATE, BUT ALSO EDUCATE.  
I THINK IT'S REALLY IMPORTANT, ESPECIALLY WITH A NEW INDUSTRY COMING IN.

I WOULD ALSO SAY THAT THE STATE HOPEFULLY -- AND I DON'T KNOW IF YOU KNOW THIS OR NOT AT THIS POINT.  
ARE THEY GOING TO BE OFFERING GRANTS OR ANYTHING FOR THOSE KINDS OF PROGRAMS THAT WE OBVIOUSLY DON'T SEEM TO HAVE ENOUGH MONEY TO DO?

IT'S REALLY IMPORTANT.  
>> SURE.

I'LL ANSWER THE FIRST PART ON THE HOST AGREEMENT FIRST.  
IN THE HOST AGREEMENTS, WE'RE

ALLOWED TO NEGOTIATE FOR UPWARDS  
OF 3% OF THEIR TOTAL SALES.

>> OKAY.

>> THAT WOULD BE SORT OF  
DEDICATED TOWARDS SPECIFIC  
MITIGATION COSTS.

I THINK THE IMPORTANT THING TO  
NOTE ON THAT IS THAT AGREEMENT  
SUBSET -- OR THE FINANCIAL

COMPONENTS OF THAT AGREEMENT  
SUNSET OF FIVE YEARS.

WE REALLY WANT TO MAKE SURE THAT  
WE'RE CONTROLLING WHATEVER WE'RE  
GETTING FROM THE SORT OF HOST  
AGREEMENTS TO ONLY GO TOWARDS  
COSTS THAT WON'T EXTEND PAST  
FIVE YEARS.

AS FAR AS GRANTS FROM THE STATE,  
OBVIOUSLY THEY HAVE A MUCH  
BIGGER PIECE OF THE PIE WHEN IT  
COMES TO THIS.

THEY'LL HAVE RESOURCES, I THINK,  
FOR EDUCATION AND GRANTS AND  
STUFF LIKE THAT, BUT IT BEARS  
GOING THROUGH THEIR OWN INTERNAL  
PROCESS RIGHT NOW TO FIGURE OUT  
EXACTLY WHAT -- THEY DON'T KNOW  
HOW MUCH REVENUE THEY'RE GOING  
TO HAVE YET.

THEY'RE STILL SORT OF WORKING  
THROUGH THAT PROCESS.

>> AND ONE FINAL COMMENT, I  
GUESS.

ONE OF THE THINGS THAT I SAW TO  
BE VERY IMPORTANT WAS THE KIND  
OF MONTHLY MEETINGS THAT SEVERAL  
DEPARTMENTS CONVENED -- POLICE,  
FIRE, INSPECTIONAL SERVICES, ALL  
THE VARIOUS DEPARTMENTS THAT NOT  
ONLY REGULATE, BUT ALSO ENFORCE.  
ONE OF THE PROBLEMS, I THINK,  
DENVER HAD WAS EXPLOSIONS FROM  
PEOPLE GROWING THEIR OWN, SO I  
JUST HOPE THAT WE LOOK AT THIS

HOLISTICALLY AND THE IMPACTS AND  
HOW WE'RE GOING TO DEAL WITH  
THOSE.

THANKS, JUSTIN.

>> SURE.

>> THANK YOU, MR. CHAIRMAN.

GOOD MORNING, JUSTIN.

GREAT TO BE WITH YOU.

JUST A COUPLE QUESTIONS.  
I APOLOGIZE.  
I MISSED THE BEGINNING OF THIS.  
THIS UP TO 3% SALES --  
MUNICIPALITIES GET TO DECIDE  
THIS.  
IS THAT A FLAT RATE FOR ALL  
RECREATIONAL DISPENSARIES OR ON  
A CASE-BY-CASE BASIS?  
>> THE SALES TAX WILL APPLY TO  
ALL RECREATIONAL RETAILERS.  
WE DID HAVE THE OPPORTUNITY TO  
TO DO UP TO 3%.  
THE WAY IT WORKS IS THE STATE  
COLLECTS REGULAR SALES TAX.  
ON A QUARTERLY BASIS, THEY'LL  
GIVE IT TO US AS PART OF THE  
GENERAL FUND.  
>> THAT'S ON TOP OF THE STATE'S  
ESTABLISHED TAX RATE.  
HAS THAT BEEN DETERMINED YET?  
>> THEY HAVE A 20% ALL IN TAX  
RATE, 17% OF WHICH IS STATE

DRIVEN.  
THAT'S 10% ON THE MARIJUANA  
SALES TAX, THEN OUR 3% LOCAL  
OPTION.  
>> IT'S FUNNY.  
COUNCILOR BAKER HAD A HEARING  
EARLIER TODAY.  
I HAVE SEVERAL MEDICINAL  
DISPENSARIES THAT HAVE BEEN  
WORKING AT A QUICKER PACE, BUT  
OBVIOUSLY THIS IS COMING.  
THE STATE LEGISLATURE IS LOOKING  
TO HAVE THEIR FINAL RESULT.  
HAS THE CITY BEGUN SORT OF  
CREATING ZONING REGULATIONS OR  
AT LEAST AN OVERVIEW FOR  
RECREATIONAL?  
>> I THINK WE'RE DEFINITELY  
WORKING ON IT.  
WE DON'T HAVE SORT OF A FINAL  
PRODUCT TO SHARE WITH YOU.  
I THINK THERE WILL BE ADDITIONAL  
SORT OF CONVERSATIONS IN THE  
PUBLIC PURVIEW THAT WILL INFORM  
THAT DECISION.  
I THINK WE'RE STILL WAITING ON  
SOME OF THE FINAL REGULATIONS  
FROM THE STATE COMPTROLLER BOARD  
WHICH WILL INFORM OUR DECISION  
IN TERMS OF WHAT WE CAN AND

CAN'T DO IN ZONING.

>> PEOPLE OFTEN HAVE TO JUMP THROUGH HOOPS TO PUT A DORMER ON THEIR HOME.

I WOULD HOPE THERE WOULD BE SIMILAR PROTECTIONS FOR THIS. THIS IS A QUESTION FOR THE CHAIRMAN.

UNDER YOUR LEADERSHIP, WE ESTABLISHED SOME ZONING REGULATIONS THAT YOU COULD NOT HAVE MORE THAN ONE FACILITY THAT'S MEDICINAL AND RECREATIONAL WITHIN A HALF MILE, CORRECT?

>> HALF A MILE FOR MEDICINAL ONLY, MEANING YOU CAN'T HAVE A MEDICINAL WITHIN RECREATIONAL.

>> THAT'S THE LAW?

THAT EXISTS.

THE REGULATIONS THAT THE CITY FINALLY DOES WILL OBVIOUSLY BE PART AND PARCEL WITH THAT?

>> YES.

THEN THEY'LL INCLUDE MEDICINAL AT SOME POINT.

>> RECREATIONAL.

>> RECREATIONAL.

THANK YOU.

>> FAIR ENOUGH.

WITH THE CCC, HAS THE CITY BEEN -- DOES THE CITY HAVE A SEAT AT THE TABLE IN TERMS OF THAT OUTSIDE OF OUR REPS AND SENATORS?

>> THAT'S A GREAT QUESTION.

THE CCC HAS AN ADVISORY BOARD WITH, I THINK, SOMEWHERE BETWEEN 20 TO 30 MEMBERS.

I DON'T KNOW IF THE CITY HAS A DIRECT PERSON SITTING ON THE COUNCIL.

>> THAT WOULD BE HELPFUL IF WE COULD GET THAT.

THAT'S ALL I REALLY HAVE.

I KNOW I'M GETTING MORE INTO THE ZONING AND THIS IS MORE IN TERMS OF THE REVENUE PIECE.

OBVIOUSLY, IF DONE WELL AND DONE RIGHT AND DONE SORT OF SENSITIVELY, THIS COULD

OBVIOUSLY ALLOW FOR SIGNIFICANT REVENUE FOR THE CITY, WHICH WE ALL AGREE WE NEED.

ANY IDEA WHAT THE NUMBER WOULD BE IN TERMS -- I GUESS IT IS TOO PREMATURE.

>> RIGHT NOW WE'RE LOOKING AT SOMEWHERE BETWEEN 2 AND 3 MILLION THE FIRST YEAR, BUT IT DEPENDS ON HOW QUICKLY THE CCC GETS UP AND RUNNING, HOW QUICKLY THE RETAILERS GET SITED, HOW QUICKLY THEY CAN GET GROWING AND SELLING.

WE THINK 2 TO 3 MILLION IS REASONABLE.

>> IS THERE ANY CONCERN THAT SORT OF FEDERAL POLICY ON RECREATIONAL MARIJUANA MAY OBVIOUSLY HINDER CHANGES IN MASSACHUSETTS AND OTHER STATES?

>> YEAH, DEFINITELY.

I THINK THAT'S A FEAR.

IF THINGS WERE CHANGED ON THE FEDERAL LEVEL, WE WOULD HAVE TO REACT TO THAT.

WE'D HAVE TO SEE WHAT TYPE OF CHANGE IT WOULD BE AT THE FEDERAL LEVEL.

>> AS I UNDERSTAND TO THAT POINT, AS IT STANDS NOW, AN INDIVIDUAL CAN OBVIOUSLY -- FOR MEDICINAL MARIJUANA -- CAN PAY. THEY CAN PAY WITH CASH OR DEBIT CARD, BUT NOT A CREDIT CARD.

>> YEAH.

I'M NOT AN EXPERT ON SORT OF THE FINANCING OF RETAIL SIDE OF THAT, BUT RETAILERS AND GROWERS DO STRUGGLE WITH THE BANKING ASPECTS OF IT.

IN DENVER, THERE'S A NICHE BANKING MARKET THAT HAS GROWN OUT OF THAT.

BUT I THINK IT WILL BE DETERMINED HOW THIS WILL EXACTLY ALLOW -- I THINK WE'RE ALL LEARNING AT THE SAME TIME.

>> THANK YOU, JUSTIN.

>> THANK YOU, COUNCILLOR.

JUSTIN, STAY WITH US A LITTLE LONGER.

I SEE JIM.

THEY PLAY KEY ROLES IN THE CAMPAIGN BACK IN 2016.

WHETHER OR NOT THEY HAVE SPECIFIC QUESTIONS, THEY MAY

WANT TO COME DOWN.

I SEE JIM AND WILL.

YOU'RE WELCOME TO JOIN US.

GOOD MORNING, GENTLEMEN.

IF YOU CAN JUST STATE YOUR NAME AND ANY AFFILIATION YOU HAVE FOR THE RECORD, THEN YOU CAN ASK US ANY QUESTIONS OR COMMENTS ON THE TASK.

>> APPRECIATE THAT, COUNCILOR FLAHERTY.

THANK YOU, CHAIRMAN, FOR THE OPPORTUNITY TO ADDRESS YOU.

THANK YOU TO THE REST OF THE COUNCILLORS FOR THE OPPORTUNITY TO DO THAT ALSO.

I DON'T HAVE ANY QUESTIONS FOR THE REVENUE DEPARTMENT.

I DON'T HAVE ANY PREPARED REMARKS.

I JUST WANT TO ADDRESS A COUPLE OF THINGS THAT HAVE COME UP DURING THE TESTIMONY --

>> STATE YOUR NAME.

>> MY NAME IS WILL.

I'M THE POLITICAL DIRECTOR OF THE MARIJUANA POLICY PROJECT AND A RESIDENT OF AUSTIN.

I WANTED TO TALK A LITTLE BIT ABOUT THE LOCAL HOST AGREEMENTS. THOSE WILL BE NEGOTIATED WITH EACH OF THE RETAIL FACILITIES, AND THEY ARE -- THE PAYMENT FOR THOSE LOCAL HOST AGREEMENTS IS TIED TO THE COST OF THAT FACILITY IN THAT LOCATION. AND IT CAN BE UP TO 3%.

NOW, I DON'T KNOW EXACTLY HOW THE CITY OF BOSTON IS GOING TO DETERMINE WHAT EACH FACILITY COSTS IN EACH NEIGHBORHOOD, BUT THAT'S PROBABLY SOMETHING THAT THE REVENUE DEPARTMENT WILL HAVE TO STRUGGLE WITH.

THE OPPORTUNITY TO REAP REVENUE OF UP TO 6%, 3% FOR THE LOCAL HOST AGREEMENT AND 3% FOR THE LOCAL SALES TAX.

THE TAX IS ACTUALLY 20%.

3% LOCAL OPTION, 6.25% FOR THE SALES TAX AS LONG AS THAT IS IN EFFECT, AND 10.75% IS THE EXCISE TAX.

THAT MONEY WILL GO INTO THE

MARIJUANA REGULATION FUND, AND THE FUND WILL FUND THE ADMINISTRATION OF THE STATE PROGRAM AND SEVERAL OTHER OPPORTUNITIES, INCLUDING PREVENTION OF FUNDING FOR FOLKS WHO USE THE STRATEGIC PREVENTION FUND FRAMEWORK -- PARDON ME, THE STRATEGIC PREVENTION FRAMEWORK FOR COST OF TRAINING LOCAL LAW ENFORCEMENT AND FOR COSTS THAT MAY BE INCURRED IN MAKING SURE THAT THERE IS EQUITY IN THE PROGRAM.

SO, ALL OF THOSE THINGS ARE OUTLINED IN CHAPTER 55 OF THE ACTS OF 2017 THAT WILL ALLOW FOR ALL THOSE COSTS TO BE ADMINISTERED BY THE CANNABIS CONTROL COMMISSION, BUT THERE'S NO FORMULA FOR HOW MUCH WILL GO TO EACH ACTIVITY.

THERE IS A PRIORITY FOR THE ADMINISTRATION OF THE PROGRAM FIRST, OBVIOUSLY, AND THEN THE CANNABIS CONTROL COMMISSION WILL HAVE THE OPPORTUNITY WITH THE DIRECTION OF THE LEGISLATURE TO A PORTION OF THE REST OF THE MONEY FOR THE REST OF THE ACTIVITIES.

COUNCILOR CIOMMO MENTIONED ISSUES WITH REGARD TO HOME GROWING AND EXPLOSIONS IN COLORADO.

THOSE EXPLOSIONS HAPPENED NOT BECAUSE PEOPLE WERE HOME GROWING, BUT BECAUSE THEY WERE HOME EXTRACTING.

THERE ARE SEVERAL EXTRACTION METHODS, INCLUDING USING VOLATILE LIQUIDS.

SOMETIMES THOSE EXPLOSIONS HAPPEN, BUT THE LEGISLATION AND THE INITIATIVE BOTH PROHIBITED THE USE OF ANY VOLATILE GAS THAT HAS A FLASH POINT OF OVER 100 DEGREES.

THOSE KINDS OF EXPLOSIONS WILL BE PROHIBITED.

OBVIOUSLY, THAT WOULD BE AN ISSUE THAT WOULD BE ADDRESSED BY LOCAL POLICE.

>> SO, FROM THE 3% SALES TAX,

THAT'S REVENUE THAT WE GENERATE  
THAT WILL GO RIGHT TO THE LOCAL

MUNICIPALITY.

IN THIS CASE, BOSTON.

>> THAT'S RIGHT.

>> IS IT FAIR TO SAY THAT  
ADDITIONAL RESOURCES POTENTIALLY  
COULD COME TO THE CITY OF BOSTON  
BASED ON THE HOST AGREEMENTS?

>> ABSOLUTELY.

AND ADDITIONAL RESOURCES ALSO --  
WELL, NO BECAUSE THE MONEY --  
THE 10.75% THAT GOES INTO THE  
MARIJUANA REGULATION FUND WILL  
BE AVAILABLE TO COMMUNITIES THAT  
USE THE STRATEGIC PREVENTION  
FRAMEWORK.

AND ALMOST ALL OF THE PREVENTION  
ACTIVITIES THAT GO ON WITH  
REGARD TO ALCOHOL AND DRUGS AND  
TOBACCO PREVENTION, PARTICULARLY  
AROUND YOUTH, ALMOST EVERY  
COMMUNITY USES THAT STRATEGIC  
PREVENTION FRAMEWORK.

IT'S THE FRAMEWORK THAT'S  
RECOMMENDED BY THE SUBSTANCE  
ABUSE ADMINISTRATION OF THE  
STATE.

AND SO, THOSE MONIES WILL BE  
AVAILABLE TO LOCALITIES THAT USE  
THAT.

>> GREAT.

MORNING, JIM.

>> I'M JIM.

I JUST WANTED TO ADD A LOCAL  
HOST AGREEMENT UNDER CHAPTER 55,  
NOTHING SAYS YOU ISN'T  
RENEGOTIATE THAT HOST AGREEMENT  
AFTER FIVE YEARS.

IT ENDS AFTER FIVE YEARS, BUT  
AGAIN YOU CAN RENEGOTIATE IT.  
IT IS JUST A TERM.

>> INTERESTING.

ANY QUESTIONS FROM MY COLLEAGUES  
FOR WILL OR JIM AT THIS TIME?

>> THANK YOU.

I WASN'T AWARE OF THAT, JIM.

IF ACME MARIJUANA SHOP OPENS UP  
AND THE HOST AGREEMENT LAPSES,  
WHAT IS THE LEVERAGE?  
DOES IT GO BACK TOWARD THE LOCAL  
GOVERNING BOARD?

>> IT WILL GO BACK TO WHOEVER



NEGOTIATED THE FIRST AGREEMENT  
OR HOWEVER THAT MAY ALTER.  
WHOEVER IS IN CHARGE OF  
NEGOTIATING AGREEMENTS, THEY  
WOULD THEN RENEGOTIATE THE  
AGREEMENT.  
>> IF THEY DIDN'T, IT WOULD JUST  
LAPSE.  
>> YEAH.  
>> THE OVERSIGHT WOULD REMAIN  
WITH THE CITY.  
>> CORRECT.  
THAT'S HOW IT IS IN THE  
LEGISLATION.  
>> THAT'S HELPFUL.  
>> THE STRATEGIC PREVENTION, IS  
THAT VOLUNTARY?  
THE HOST COMMUNITY HAS TO SAY I  
WANT TO GET INTO THE STRATEGIC  
PREVENTION STREAM.  
IF SO, THESE ARE THE BENEFITS.  
IF A COMMUNITY DOESN'T WANT TO  
BE PART OF THE STRATEGIC  
PREVENTION, IS THAT EVEN  
OPTIONAL?  
>> MOST ALL OF THE PREVENTION  
EFFORTS THAT HAVE -- THAT ARE  
ACTIVE NOW IN CITIES AND TOWNS  
ACROSS MASSACHUSETTS, MOST ALL  
OF THEM USE THE STRATEGIC  
PREVENTION FRAMEWORK.  
I WOULD BE SURPRISED IF THE  
PREVENTION EFFORTS HERE IN THE  
CITY OF BOSTON DON'T USE THAT  
STRATEGIC PREVENTION FRAMEWORK.  
TO THE EXTENT THAT THOSE FUNDS  
ARE AVAILABLE, THEY WOULD BE  
GRANT FUNDING UP TO THOSE  
ORGANIZATIONS THAT PROVIDE  
PREVENTION EDUCATION.  
>> GREAT.  
>> ONE OTHER THING I JUST WANTED  
TO MAKE SURE EVERYONE KNEW.  
MOST LARGE CITIES AND TOWNS, SAN  
FRANCISCO, LOS ANGELES,  
PORTLAND, WHEN MARIJUANA BECAME  
LEGAL THERE, COLORADO AND WHEN  
MARIJUANA BECAME LEGAL THERE,  
HAVE BEEN DEVELOPING LOCAL  
OFFICES OF MARIJUANA POLICY.  
FOR INSTANCE, THE CITY OF SAN  
FRANCISCO JUST APPROVED -- AND  
THEY'RE GOING ONLINE WITH ADULT  
USE RETAIL JANUARY 1st OF NEXT

YEAR.

THEY HAVE JUST SIGNED OFF ON --  
THE CITY OF SAN FRANCISCO HAS  
JUST SIGNED OFF ON THE LOCAL  
REGULATIONS THROUGH THE OFFICE  
OF MARIJUANA POLICY AND THE  
MAYOR.

THAT IS ALWAYS A POSSIBILITY FOR  
THE CITY OF BOSTON TO DO ALSO.

>> THANK YOU.

WE HAVE RECREATIONAL MARIJUANA  
REPRESENTATIVES.

YOU HAVE HEARD THE TESTIMONY  
FROM THE ADMINISTRATION AND THE  
LEAGUE SPONSORS.

DO YOU HAVE ANY COMMENTS ON THIS  
IDEA?

AND WE CAN ASK YOU GUYS SOME  
QUESTIONS.

>> GOOD MORNING, MR. CHAIRMAN,  
MEMBERS OF THE COUNCIL.

MY NAME IS MIKE ROSS.

I'M AN ATTORNEY.

I HAVE AND DO REPRESENT SEVERAL

COMPANIES, PRESENTLY MEDICAL  
MARIJUANA.

I HAVE THE PRIVILEGE OF WORKING  
THROUGH FOUR APPLICATIONS IN  
BOSTON ALONE.

JUST RECENTLY, WE WERE WORKING  
ON ONE OF THOSE IN THE  
DORCHESTER PROPOSAL.

AS A MATTER OF FACT, ONE OF MY  
CLIENTS IS IN THE AUDIENCE HERE,  
WHO IS SEEKING TO OPEN IN THE  
BACK BAY AND WAS RECENTLY  
APPROVED AT THE ZONING BOARD OF  
APPEAL.

AS AN ATTORNEY WORKING IN THIS  
SPACE, I'M A REAL ESTATE  
ATTORNEY.

I DO OTHER WORK OTHER THAN  
CANNABIS INDUSTRY, REGULATION  
PERMITTING AND THAT TYPE OF  
WORK, BUT MORE AND MORE THIS  
SEEMS TO BE A GROWING AREA.

I HAVE REACHED OUT TO MY  
CLIENTS.

AS A PRACTITIONER IN THIS SPACE,  
I WOULD LIKE TO PUT MY FULL  
SUPPORT BEHIND THIS INITIATIVE.  
I THINK IT'S RESPONSIBLE, AND I  
THINK IT WARRANTS THE APPROVAL

OF THIS BODY, IF I MAY SAY SO.  
I THINK IT IS VERY TELLING OF  
THIS INDUSTRY THE FACT I WOULD  
THINK ALMOST ALL THE PEOPLE  
WITHIN THIS INDUSTRY WANTING TO  
SUPPORT A TAX ON THEIR INDUSTRY  
GOES THE SHOW YOU THE TYPE OF  
PEOPLE THAT ARE AFFILIATED WITH  
THIS INDUSTRY.

I DON'T THINK EVERYONE'S GOING  
TO AGREE, BUT I WOULD SAY THE  
MAJORITY OF THIS INDUSTRY WOULD  
BE IN SUPPORT OF THIS TYPE OF  
PROPOSAL.

I WANTED TO SPEAK IN SUPPORT OF  
IT TODAY.

>> THANK YOU.

SOME COMMENTS?

>> FOR SURE.

>> THANK YOU, CHAIRMAN.

THANK YOU, FELLOW COUNCILLORS.  
MAYFLOWER MEDICINAL WAS APPROVED  
LAST YEAR, I BELIEVE, FOR A  
SITE.

I'M HERE ON BEHALF OF JOHN  
HENDERSON, THE CEO, TO READ HIS  
COMMENTS ON THE TAX MATTER.  
MY NAME IS JOHN HENDERSON, AND  
I'M THE CHIEF EXECUTIVE OFFICER  
OF MAYFLOWER MEDICINAL.  
MAYFLOWER HAS RECEIVED APPROVAL  
TO OPERATE A RECREATIONAL  
MARIJUANA DISPENSARY.  
ON BEHALF OF MAYFLOWER  
MEDICINAL, I'M IN SUPPORT OF  
DOCKET 1425 TO IMPOSE A LOCAL  
SALES TAX OF 3% UPON THE SALE OF  
TRANSFER OR MARIJUANA OR  
MARIJUANA PRODUCTS AT A  
RECREATIONAL RETAILER.  
BOSTON WILL COLLECT SIGNIFICANT  
TAX REVENUES THAT WILL IMPROVE  
THE LIVES OF BOSTONIANS.  
MAYFLOWER LOOKS FORWARD TO  
WORKING COLLABORATIVELY WITH THE  
CITY TO DEVELOP THOUGHTFUL,  
RESPONSIBLE REGULATIONS  
SURROUNDING THE ADULT USE OF  
CANNABIS IN THE CITY OF BOSTON.  
ONE ADDITIONAL COMMENT.  
THE COMPARISON TO COLORADO IS  
GREAT.

I THINK IT IS WORTH NOTING THERE  
ARE OVER 300.

I THINK WILL AND JIM CAN PROBABLY NOTE THE EXACT AMOUNT. THERE ARE OVER 300 DISPENSARIES IN COLORADO.

THE COST TO ENFORCE AND INSPECT AND ALL THE THINGS YOU DO AS A GOVERNMENT BODY MAY BE QUITE SIGNIFICANTLY MORE THAN YOU'RE GOING TO SEE IN BOSTON WITH THE FLAHERTY RULE BEING IN PLACE WITH THE HALF MILE RULE.

THAT'S WHAT WE IN THE INDUSTRY REFER TO IT AS, THE FLAHERTY RULE.

I CAN'T SEE THERE BEING MORE THAN 15, 25.

WE CAN NEGOTIATE THIS NOW, BUT I DO BELIEVE IT IS IMPORTANT TO NOTE THAT I THINK COSTS -- FRANKLY, YOU HAVE ONE OPERATING RIGHT NOW.

WHAT HAS BEEN THE COST SO FAR TO OPERATE OR TO ENFORCE, INSPECT, AND OVERALL MANAGE THAT?

I DON'T THINK THERE'S BEEN MUCH MORE THAN THE AVERAGE BUSINESS ANYWHERE.

I WOULD BE REMISS IN NOT SAYING THAT'S A DATA POINT TO COMPARE.

>> VERY GOOD.

THE FLAHERTY RULE COME WITH GUMMY BEARS OR BROWNIES OR ANYTHING?

I APPRECIATE YOUR TIME AND ATTENTION TO BE HERE TO TESTIFY. IF THERE ARE ANY FOLKS HERE THAT WISH TO OFFER PUBLIC TESTIMONY, YOU MAY DO SO NOW.

>> I HAVE TWO OTHER COMMENTS.

FIRST OF ALL, WE CERTAINLY SUPPORT A TAX ON RETAIL MARIJUANA.

THE INITIATIVE HAD A TAX OF 2%. THE LEGISLATURE IN THEIR WISDOM INCREASED IT TO 3%.

WE ACTUALLY THOUGHT IT MADE MORE SENSE TO ALLOW LOCAL OPTION FOR MORE THAN 3%, BUT THAT WAS THE LEGISLATURE'S CALL.

>> YOU'RE SAYING INITIALLY WHEN YOU STARTED OFF ON YOUR CAMPAIGN, YOU SORT OF FORECASTED A 2% AND THE LEGISLATURE SORT OF ACCEPTED THAT AND THEN BUMPED IT

UP A LITTLE BIT MORE?

>> SURE.

>> FROM THE GET-GO, YOU WERE SUPPORTIVE OF THIS.

>> CERTAINLY SUPPORTIVE OF A LOCAL TAX.

SECONDLY, I WANTED TO ADDRESS COUNCILOR BAKER'S COMMENT ABOUT POLICE ENFORCEMENT.

THERE ARE SOME SMALL STUDIES THAT INDICATE THAT SECURITY AROUND RETAIL MARIJUANA ESTABLISHMENTS IS SO STRICT AND SO STRONG THAT THE CRIME RATE AROUND THOSE LOCALITIES GOES DOWN BECAUSE THERE ARE CAMERAS AND THERE ARE SECURITY OFFICERS AND PERHAPS EVEN POLICE OFFICERS ON DETAIL AT THOSE LOCATIONS. THE CRIME RATE ACTUALLY GOES DOWN IN THOSE AREAS WHERE ADULT USE RETAIL ESTABLISHMENTS ARE LOCATED.

>> I WAS LOOKING TO SEE IF I COULD PRY OUT OF JUSTIN WHAT THE POLICE ARE GOING TO BE ASKING FOR, IF THEY HAVE ANY PROJECTIONS ON THAT BECAUSE I TEND TO AGREE WITH YOU.

DAN, HE'S GOING TO BE DOING SECURITY AT THE PROPOSED PLACE IN DORCHESTER.

I CAN SEE THAT IMPROVING THE QUALITY OF LIFE AROUND THERE IF WE HAVE PEOPLE LIKE THAT.

THANK YOU.

>> I KNOW THAT THE FACILITY THAT WAS JUST APPROVED IN THE BACK BAY BY THE ZONING BOARD OF APPEALS, THEY'VE INDICATED THEY'RE GOING TO HAVE A POLICE DETAIL THAT IS ON THE COMMONWEALTH MALL JUST TO MAKE SURE THAT THERE AREN'T PEOPLE LOITERING THERE, EVEN THOUGH IT IS A FEW BLOCKS FROM THEIR LOCATION.

>> VERY GOOD.

WELL, THAT WILL CONCLUDE THE HEARING ON DOCKET 1425, SO JUSTIN, THANK YOU FOR YOUR TIME AND ATTENTION AND YOUR PROFESSIONAL INPUT.

GOOD TO SEE OLD FRIENDS IN THIS

PANEL AS WELL AS COUNCILOR ROSS.  
WE'LL HAVE A COMMITTEE REPORT  
TURNED AROUND PRETTY QUICKLY.  
LAST FORMAL SESSION WILL BE  
WEDNESDAY.

I EXPECT WORKING WITH THE  
ADMINISTRATION WE'LL HAVE  
SOMETHING BEFORE THE COUNCIL FOR  
A VOTE ON THIS COMING WEDNESDAY.  
WITH THAT, DOCKET 1425  
AUTHORIZING CHAPTER 63 4N, A  
LOCAL TAX OF UP TO 3%.  
WE ARE ADJOURNED.

THANK YOU.

test 12-08-17

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; 12/05/17 11:28 PM

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;;;Boston City Council 171208

test 12-08-17

>> AT THIS HEARING WE LOOK TO  
HOLD A DISCUSSION ON THE  
OPERATION, SECURITY AND  
COMMUNITY PROCESS AND IMPACTS TO  
THE SURROUNDING COMMUNITY.  
AT THIS TIME I'M JOINED BY MY  
COLLEAGUE BAKER AND ESSAIBI  
GEORGE.

I KNOW FORMER CITY COUNCILOR  
MICHAEL ROSS IS HERE.

THANK YOU.

>> THANK YOU OF THE.

>> YOU ARE JOINED BY JD BARRY,  
ADEN O 'DONOVAN, ERIC ROBINSON,  
AND DAN LINS SK-RBGS I HEADING  
UP A SECURITY PIECE.

I WILL DEFER TO THE SPONSOR AND  
THOSE WHO WANT TO SPEAK ON THE  
MATTER.

>> I CONSIDER MYSELF, I AM ON  
THE FRONT END OF THE INDUSTRY  
HERE.

I LEAD THE DELEGATION TO DENVER.  
WE DID A LOT OF RESEARCH ON  
THIS.

ONE OF THE THINGS I CAME AWAY  
FROM DENVER WITH IS IT'S AN  
AGGRESSIVE BUSINESS.

ANY THINKING IS WE SHOULD BE ON  
THE FRONT END OF THE BUSINESS  
HERE.

ONE OF THE THINGS I WOULD LIKE  
TO SEE COME OUT OF THIS IS IF

THERE IS A POSSIBLE WAY TO  
SPREAD THE INDUSTRY THROUGH  
CITY.

I THINK IT NEEDS TO GAIN FOOT  
HOLD CITY WIDE WE COULD START TO  
ROLL OUT MORE.

I'M O'DAY WITH THIS PETITIONER  
HERE.

HE FOUND YOU GUYS GOOD TO WORK  
WITH.

IT'S GOOD TO HAVE DAN IN  
SECURITY, A BIG BENEFIT.

-- THE PROGRESSION OF THIS BE  
NOW THAT A COUPLE ARE GOING TO  
OPEN IN DIFFERENT DISTRICTS  
MAYBE WE SHOULD HAVE THIS OPEN  
IN EVERY COUNCIL DISTRICT.  
I KNOW I RAM WILLED OWN A BIT  
THERE.

>> THANK YOU, AS A RESIDENT OF  
THE NEIGHBORHOOD WHERE THE  
DISPENSARY WILL BE LOCATED AND  
PROXIMITY TO THE INTERSECTION  
WHERE WE HAVE A NUMBER OF  
CHALLENGES AND POPULATIONS  
FIGHTING ADDICTION.

I HAVE CONCERNS ABOUT THE  
LOCATION AND SIGHTING.

I'M ALSO IMPRESSED WITH THE  
QUALITY AND PRESENTATION YOUR  
GROUP PUT FORWARD AND UNDERSTAND  
NOT ALL PRESENTERS AND  
PROponents WOULD BE OF THIS HOY  
QUALITY.

I LOOK FORWARD TO BEING AN  
ACTIVE PARTICIPANT.

>> I WILL TURN IT OVER TO YOU.

>> THANK YOU HOLDING THE HEARING  
AND YOUR ADVICE ALONG THE WAY.

YOU AND ESSAIBI-GEORGE AS  
RESIDENTS WE HAVE LOOKED AT THE  
INPUT YOU HAVE GIVEN TO US.  
THE DIRECT AND FRANK  
CONVERSATIONS WE HAVE HAD HAVE  
MADE US BETSER.

WE ALSO APPRECIATE THE KIND  
WORDS YOU HAVE GIVEN US AS WELL.  
YOU HAVE MET THE TEAM.

ADEN IS THE CHIEF OPERATING  
OFFICER AND SUBSTANTIAL  
EXPERIENCE IN THIS INDUSTRY.  
YEARS AGO WE WENT TO COLORADO.  
CAN HE SHARE THAT WITH YOU.  
HE HAS WORKED FROM THE GROUND UP

AND OBSERVED TWO DISPENSARIES IN COLORADO AND LEARNED A LOT ABOUT THE I OBJECT DUST ROW.

HE IS FROM HERE AND RETURNING HOME LOOKING TO OPEN IN DORCHESTER.

NEXT WE WILL HEAR FROM ADEN IN A MINUTE.

YOU HEARD ABOUT DAN HERE.

THE CHAIR MENTIONED THE FORMER SUPERINTENDENT OF THE BOSTON POLICE DEPARTMENT.

HE IS RUNNING THE ENTIRE SECURITY PROGRAM.

HE HAS SERVED MANY YEARS ON THE NARCOTICS UNDER COVER AND FOR THE BOSTON POLICE.

HE CAN SHARE THAT WITH YOU.

HE'S BEEN AN AMAZING ASSET TO OUR TEAM.

ERIC ROBINSON IS A DORCHESTER RESIDENT AND AN ARCHITECT.

HE BRINGS A GREAT DIMENSION TO THE TEAM AND LOCALIZES WHAT WE'RE TRYING TO DO.

JD BARRY, A BOSTON BASED ATTORNEY WORKING ON THIS PROJECT AS WELL HAS ADDED TO THE TEAM.

TO GIVE YOU THE BROAD BRUSH STROKES AND TURN IT OVER TO OUR COLLEAGUES FOR A BRIEF STATEMENT.

STATEMENT.

WE PREPARED PRESENTATION.

WE DON'T NEED TO GO THROUGH IT PAGE BY PAGE.

I THINK IT'S BETTER TO HAVE A REFERENCE.

I WOULD ST. HIGH POINTS WOULD BE SOME OF THE -- SOME OF THE

RENDERINGS AND PROPOSED PLAN.

>> -- A COMMITMENT PACKAGE WE HAVE OFFERED TO THE, TO THE

LOCAL COMMUNITY.

WE HAVE HAD A NUMBER OF DIRECT MEETINGS.

MOSTLY WITH THE McCORMICK CIVIC ASSOCIATION.

WE'RE DELIGHTED TO INFORM THE COUNCIL THAT THE McCORMICK

CIVIC ASSOCIATION VOTED IN SUPPORT OR COULD OF BEEN

CHARACTERIZED AS NON OPPOSITION. I'M NOT SURE HOW THEY DO THAT.

CERTAINLY IN OUR FAVORITE AT THE



HEARING.

IT WAS A CLOSE VOTE BUT A VOTE  
IN OUR FAVOR.

THEY'RE A GREAT GROUP.

WE HAVE ENJOYED WORKING WITH  
THEM.

WE HAVE MET WITH THE NEW MARKET  
BUSINESS ASSOCIATION.

THEY'RE GROUND ZERO WORKING WITH  
SOME OF THE ISSUES WE LATED TO  
MASSACHUSETS AVENUE AND SOME OF  
THE PROBLEMS WE HAVE SEEN ON  
MASSACHUSETS AVENUE.

WE WANT TO HELP.

ADEN WANTS TO HELP.

POLISH TRY ANGLE UNITED, A NEWER  
GROUP THAT'S FORMING.

WE HAVE STARTED TO MEET WITH  
THEM.

A PRINCIPLE OF THE ORGANIZATION,  
WE HAVE MET WITH THEM AS WELL.  
WE HAVE LAID OUT A PACKAGE OF IS  
SUPPORT.

WE KNOW THAT'S RELATIVE TO WHAT  
IS COMING OUT OF CITY HALL AND  
THE MAYOR'S OFFICE, SITE  
COUNCIL.

ANYTHING WE DO AND COMMITMENT TO  
WOULD BE AT THE BLESSING AND  
DIRECTION OF THIS COUNCIL AND  
THIS MAYOR'S OFFICE.

WE ALSO HAVE IN THIS PACKET.

-- THERE IS A HALF MILE RAIDIOUS  
DIAGRAM.

THIS IS BASICALLY ON PAGE SIX.  
WHAT THIS DOES IS WUPS THERE IS  
A DISPENSARY IT DRAWS A HALF  
MILE AROUND THE DISPENSARY.  
IT PROTECTS THE AREA OF THE  
DISPENSARY.

SO THERE ISN'T ADDITIONAL  
DISPENSARIES.

I SUSPECT ONCE RECREATIONAL IS  
PASSD IN BOSTON AND THE ZONING  
IS THERE.

I SUSPECT YOU WOULD EXTRAPOLATE  
THAT POLICY TO THE RECREATIONAL  
REGIME.

I DON'T MAKE THOSE DECISIONS  
ANYMORE.

WOULD I SUGGEST THIS IS  
SOMETHING THAT THE COMMUNITY HAS  
RESPONDED TO.

THE INTERESTING THING IS THIS

ALLOWS COUNSELOR  
ESSAIBI-GEORGE'S POINT, IT  
ALLOWS NEIGHBORHOOD RESIDENTS TO  
MAKE A DETERMINATION IF SOMEONE  
HAS TO BE HERE WHO MOIETY THAT  
SOMEONE BE.

WHERE MIGHT THEY BE.

IT'S NOT NECESSARY -- YOU MAY  
HAVE PEOPLE NOT DELIGHTED ABOUT  
THE FACT THAT THERE IS A NEW  
INDUSTRY THAT IS BRAND NEW  
INDUSTRY WITH PEOPLE SAYING WHAT  
IS THIS, I'M NOT SURE ABOUT IT.  
THEY CAN AT LEAST MAKE THE  
DETERMINATION IF WE'RE TO BE  
LOCATED, A HALF MILE IN EVERY  
DIRECTION ANOTHER DISPENSARY  
WON'T ENTER.

I THINK THAT GIVES PEOPLE ON THE  
FENCE OR OPPOSED TO THE  
INDUSTRY.

A REASON TO SAY IF I HAVE TO  
HAVE AN OPERATOR I WOULD WANT  
THESE FOLKS.

THIS ONE PAGE REALLY TALKS ABOUT  
WHAT WE'RE COMMITTING TO.

I THINK THIS GOES TO WHY WOULD  
THESE PEOPLE BE THE PREFERRED  
OPERATORS OPPOSED TO ANOTHER  
GROUP.

FIRST AND FOR MOST WORE ALL FROM  
HERE.

WE HAVE REPUTATIONS, WE'RE ALL  
ON THE HOOK AND ALTHOUGH ADEN  
HAS WORKED IN COLORADO HE'S ALSO  
FROM HERE.

WE HAVE OUR NAMES ON THE LINE.

WE MAKE COMMITMENTS.

WE DON'T PEOPLE WALKING IN AND  
JUST BUY CAN A JOINT OR A SMALL  
PURCHASE OF MARIJUANA FOR \$5 AND  
SCRAPPING UP MONEY.

ALMOST THE EQUIVALENT OF A NIP  
AT A LIQUOR STORE.

-- A MINUTE MUM TRANSACTION  
PRICE.

NO TRANSACTION BELOW \$40.

THAT WILL DETER BAD BEHAVIOR AND  
WANTING SOMEONE TO COME IN, IN  
TERMS OF JUST BUYING A VERY LOW  
PRICED -- PURCHASE.

THERE ARE OTHER ITEMS ON THIS.

I DON'T NODE TO GO THROUGH AT  
THIS MOMENT.

THE MOST SIGNIFICANT ONE WOULD  
BE, WE WON'T OPERATE AS A  
RECREATIONAL DISPENSARY.  
REGULATIONS WILL LIKELY COME OUT  
NEXT YEAR IN BOSTON.  
WE WILL NOT EVEN SEEK  
APPLICATION UNTIL AT LEAST 2020.  
THAT'S ONLY IF WE HAVE BEEN  
OPERATING FOR A ENTIRE YEAR.  
>> -- COME BACK IN 20 AND FIGURE  
IT OUT FROM HERE.  
>> YES, CORRECT COUNSELOR.  
WE WON'T EVEN MAKE APPLICATION  
OR BE AT YOUR DOORSTEP TO ASK  
FOR ANYTHING UNTIL WE HAVE  
OPERATED FOR A YEAR AND IT'S  
2020 20R 21 IF WE HAVEN'T  
OPERATED FOR A YEAR.  
THAT WAS ANOTHER COMMITMENT THAT  
PEOPLE IN THE COMMUNITY  
APPRECIATED.  
IF I MAY I WOULD LOVE YOU TO  
HEAR FROM ADEN.  
>> HELLO.  
>> THANK YOU.  
>> THANK YOU FOR HAVING ME TODAY  
LIKE MIKE SAID WE WON'T GO  
THROUGH THE FULL PRESENTATION.  
>> THANKS FOR THE INTRODUCTION,  
MIKE.  
THE ONE THING YOU GOT WRONG, I'M  
MOVING BACK TO BOSTON.  
I HAVE BEEN BACK NOW FOR ALMOST  
THREE MONTHS AFTER 12 YEARS  
AWAY.  
I GREW UP IN MASSACHUSETS.  
MOVED TO COLORADO.  
YOU KNOW, STARTED WORKING IN THE  
MEDICAL MARIJUANA INDUSTRY AND  
BECAME ABLE TO OWN MY OWN  
BUSINESS THERE.  
I HAVE OWNED AND OPERATED THAT  
FOR SEVERAL YEARS.  
AND HAVE PURSUED LICENSES HERE  
IN MASSACHUSETS.  
FOR THE LONGEST TIME THE  
PRESENTATION WAS I WAS MOVING  
BACK.  
IN SEPTEMBER I DID FINALLY MOVE  
BACK.  
I WANTED TO CORRECT THE RECORD  
ON THAT.  
WE'RE EXCITED TO BE IN  
DORCHESTER.

WE HAVE BEEN IN THE PROCESS  
SINCE MARCH.  
MARCH WE PUT THE PROPERTY UNDER  
CONTRACT AND BEGAN TALKING WITH  
PEOPLE OVER AT McCORMICK AND  
WITH EVERYONE ELSE.  
YOU KNOW, WE FOAL THAT, IT IS  
TRULY THE BEST LOCATION IN THE  
DORCHESTER NEIGHBORHOOD FOR THIS  
TYPE OF USE.  
WE LOOKED AT A LOT OF DIFFERENT  
PROPERTIES SOME CONSIDERED TOO  
HIGH PROFILE AND OTHER ISSUES.  
WE FEEL THIS MAKES THE MOST  
SENSE.  
WE'RE AWARE HOW CLOSE THIS IS TO  
THE METHOD ON MILE.  
IT'S IN OUR BEST INTEREST TO DO  
EVERYTHING IN OUR POWER TO  
MITIGATE THAT AND MAKE THAT AREA  
BETTER.  
WE TRULY BELIEVE THAT WE ARE  
GOING TO BE, AN ASSET IN HELPING  
TO FIGHT WHAT IS HAPPENING  
THERE.  
CERTAINLY NOT EXTENDING IT DOWN  
TO THE POLISH TROY ANGLE.  
I THINK DAN COULD SPEAK MORE TO  
THAT IN A MOMENT.  
IN THE INTEREST OF TIME HERE I  
WOULD LIKE TO EMPHASIZE COMPARED  
TO OTHER AP I WILL KABTS IN THIS  
CITY AND ACROSS THE STATE WE'RE  
PROUD OF OUR EXPERIENCE AND WHAT  
WE HAVE LEARNED.  
THERE ARE A LOT OF LEARNING  
LESSONS IN COLORADO.  
A LOT OF YEARS OF JUST LEARNING  
THIS INDUSTRY.  
THERE ARE A LOT OF INs AND  
OUTs.  
THINGS THAT A LOT OF OPERATORS  
DON'T REALIZE.  
THAT COMES WITH SECURITY, WITH  
COMPLIANCE, WITH BRANDING, WITH  
GENETICS.  
THE WORKS.  
I COULD GO ON FOREVER.  
YOU KNOW, I THINK IT'S -- IT'S,  
REALLY AWESOME WHAT WE HAVE  
ACHIEVED THERE AND ACCOMPLISHED.  
WE'RE EXCITED TO BRING THAT BACK  
TO BOSTON.  
WITH THAT I WILL TURN IT OVER TO

DAN LINSKY FOR THE SECURITY MEASURES.

>> THANK YOU.

CHAIR MEN, COUNSELORS, THANK YOU FOR HAVING ME.

WITH THE JOBS YOU DO AND HAVE DONE FOR A NUMBER OF YEARS QUALITY OF LIFE ISSUES, THERE IS NO SMALL NEIGHBORHOOD ISSUE. MANY YEARS AGO IN A FORMER LIFE I STOOD ON THE STATE HOUSE WITH A HUNDRED POLICE CHIEFS WHEN THIS PROPOSAL WAS FIRST THOUGHT TO COME TO MASSACHUSETTS CONSIDERING RECREATIONAL AND MEDICAL MARIJUANA.

I THOUGHT WE SHOULDN'T DO IT I THOUGHT BASED ON MY EXPERIENCE AND INFORMATION AT THE TIME WE WOULD SEE A INCREASE IN CRIME, YOUTH UTILIZATION OF MAYOR MARIJUANA. WE WOULD SEE INCREASED CHALLENGES AND QUALITY OF LIFE WHERE THESE LOCATIONS WERE WOULD SUFFER IMMENSELY.

I ADVOCATED FOR FELLOW MASSACHUSETTS VOTERS NOT TO VOTE FOR IT.

ABOUT 78% DISAGREED WITH ME. THEY APPARENTLY DISAGREED WITH ME IN MY RECORD.

I DIDN'T SUPPORT RECREATIONAL. I DON'T KNOW WHETHER MY CHILDREN VOTED FOR IT OR AGAINST IT THEY WON'T REVEAL THEIR VOTES TO ME. I CAN TELL YOU MY WIFE SAYS THIS HAPPENS OFTEN.

I WAS WRONG.

I HAVE REACHED OUT TO POLICE CHIEFS OF FACILITIES WHERE MEDICAL MARIJUANA HAS BEEN. WHAT ARE THE ISSUES, HOW MANY RESOURCES AND WHAT ARE THE CALLS FOR SERVICE.

I HAVE BEEN SURPRISED. THEY'RE IN FACT SEEING REDUCTIONS OF CRIME IN LOCATIONS WHERE MEDICAL MARIJUANA IS SITUATED.

MOST AREAS WERE PLACES WITHOUT RESOURCES.

NOW YOU HAVE DEDICATED SECURITY PERSONNEL AND DEDICATED PEOPLE. THESE ARE PATIENTS, THEY ARE

SUFFERING FROM LIFE SUFFERING  
ILLNESSES AND CHRONIC ILLNESSES.  
IT'S NO DIFFERENT FROM SOMEONE  
GETTING AN MRI, GOING IN FOR A  
DIABETIC TREATMENT WITH GETTING  
WHAT THEY NEED FROM THEIR PERSON  
CARE PHYSICIAN.

THEY'RE PROFESSIONAL PATIENTS IN  
A PROFESSIONAL ENVIRONMENT.

WE'RE HIGHLY REGULATED IN  
MASSACHUSETTS.

REGULATIONS AROUND SECURITY AND  
COMPLIANCE.

I HAVE WITH ME THE DOCUMENTS  
FROM BROOKLINE, QUINCE SEE AND  
SALEM INCLUDING E-MAILS WHERE  
THEY HAD TO PUT POLICE THERE FOR  
CONCERNS AND ISSUES AROUND THE  
FACILITIES.

IN NEWTON AND SALEM.

THEY HAVE SINCE REMOVED THEM.

THE CONCERNS THEY HAD DID NOT,  
DID NOT PRESENT THEMSELVES.

HROUBG YOURSELVES I HAVE A LONG  
DEDICATION TO THE COMMUNITIES OF  
THIS CITY.

I HAVE WORKED HAND AND HAND WITH  
EACH NEIGHBORHOOD FOR OVER 28  
YEARS TO MAKE SURE THE QUALITY  
OF LIFE WAS IMPROVED.

I TOOK THIS VERY SERIOUSLY.

COUNSELOR BAKER AND FLAHERTY CAN -- YOUTH ACTING UP CAUSING  
DISTURBANCES.

PEOPLE NOT SLEEPING IN THE BEACH  
AREA.

THOSE ARE NOT SMALL PROBLEMS.

THOSE ARE BIG PROBLEMS.

THE SAME MENTALITY I BROUGHT TO  
THIS ASSIGNMENT.

MICHAEL ROSS ASKED ME TO ENGAGE  
IN THIS.

WE DID BACKGROUND CHECK ON THE  
CLIENT.

THE ABILITY TO CONTROL THE SITE  
WITH CAMERA ACCESS, CONTROL AND  
COMPLIANCE.

MAKING SURE NO PATIENT IS USING  
THIS IN SURROUNDING  
NEIGHBORHOODS.

NO VIOLENCE OR ROBBERIES.

THAT'S SIMPLE.

WE DO THAT FOR FORTUNE 500 AND  
CLIENTS AROUND THE GLOBE.

THE ABILITY TO TAKE THAT TO THE

NEXT LEVEL WAS SOMETHING I WAS  
AFRAID I WOULDN'T BE ABLE TO DO.  
IT WAS TALKED ABOUT EARLY ON.  
OUR TAKING ON THE ENGAGEMENT.  
THE CLIENT AND MICHAEL BOTH MADE  
A FULL INVESTMENT THAT NOT ONLY  
DO WE WANT TO SECURE THE  
FACILITY.  
WE WANT TO MAKE SURE THE AREA  
AROUND IT.  
THE QUALITY OF LIFE OF THE  
NEIGHBORHOOD IS IMPACTED  
POSITIVELY NOT NEGATIVELY.  
AND ADEN HAS ALLOWED US TO PUT A  
PROGRAM TOGETHER WHERE WE WILL  
PROACTIVELY WORK WITH THE  
COMMUNITY AND BOSTON POLICE  
DEPARTMENT FOR THE QUALITY OF  
LIFE AROUND THE FACILITY.  
I PERSONALLY LIKE FOOT AND  
BICYCLE PATROLS.  
MAYBE IN FEBRUARY CARS ARE MORE  
LIKELY.  
HOPEFULLY WE GO BY THE DISTRICT  
CAPTAIN AND WHAT BP WANT TO DO.  
IT MAYBE WE CONDUCT A SIMILAR  
CONTRACT AND SOMETHING ELSEWHERE  
WE HAVE REVERSE I BELIEVE  
OVERTIME.  
SO THE ASSIGNMENT IS FILLED AND  
THE OFFICER IS THERE.  
IN ADDITION WE WILL HAVE  
PERSONNEL WORKING WITH OUR  
SECURITY TEAMWORKING WITH PUBLIC  
HEALTH OFFICIALS.  
TRANSPORTATION OFFICIALS, POLICE  
TO MAKE SURE THAT TRAFFIC ISSUES  
AND OTHER CONCERNS ARE BEING  
ADDRESSED.  
I WAS PLUS ANTLY EXCITED TO SEE  
THAT THE ANNOUNCEMENT CAME UP  
TODAY.  
THE DISTRICT ATTORNEY AND COURTS  
AND BOSTON POLICE ARE HAVING AN  
ALTERNATIVE PROGRAM.  
WHERE PEOPLE ARE HAVING A HARD  
TIME WITH THEIR ADDICTION  
ISSUES.  
THIS ENHANCING PROGRAMS COULD  
GET A DIVERSE PROGRAM AND  
SERVICES THEY NEED.  
I BELIEVE THEY WORK WITH THE  
AGENCIES TO ADDRESS --  
>> WILL YOU WORK WITH PEOPLE ON

THE STREET YOU MEAN?  
>> ABSOLUTELY.  
OUR SECURITY TEAM WOULD WORK  
WITH PEOPLE ON THE STREET.  
TO BOSTON POLICE.  
IF IT'S A CALL TO -- WE KNOW THE  
QUALITY OF THE PROGRAM THAT THEY  
RUN IN SOUTH BOSTON AND WHAT  
THEY DO TO CHANGE PEOPLES LIVES.  
WORKING WITH THEM AND  
IDENTIFYING PUBLIC HEALTH AND  
ISSUES THAT IMPACT THE QUALITY  
OF LIFE.  
>> THE PEOPLE ON THE STREET  
WALKING AROUND.  
>> YES.  
>> WE HAVE TKPHEUTED AND  
DIRECTED BY THREE MAIN  
NEIGHBORHOOD ASSOCIATIONS WITH  
THE OVERSIGHT OF BOSTON CITY  
HALL AND BOSTON CITY OFFICIALS.  
.5 PERCENT IN YEAR ONE, WE  
ANTICIPATE THAT TO BE TEN  
THOUSAND DOLLARS --  
>> I DON'T MEAN TO CUT YOU OFF  
CAN.  
WE GET BACK.  
>> YES, REAL MONEY WILL BE  
BEHIND THIS.  
>> SECURITIES --  
>> THANK YOU.  
DAN, CAN WE TALK ABOUT CAMERAS  
AND YOU KNOW THE REST OF YOUR  
PLAN.  
>> ABSOLUTELY.  
I WOULD LIKE TO HEAR MORE ABOUT  
THAT IS A GOOD COMMITMENT.  
IF WE CAN FIGURE OUT A WAY YOU  
GUYS ARE IN THE LOOP.  
YOU KNOW WE CAN CONNECT YOU ON  
AND HELP AS MUCH AS WE CAN  
THERE.  
I THINK I WOULD BE HELPFUL.  
THAT SOUNDS LIKE -- WE CAN GO  
OFF RECORD AND TALK ABOUT THAT.  
>> CAN WE GET INTO CAMERAS.  
IN ADDITION TO PHYSICAL  
PERSONNEL FOR US.  
ADDITIONAL PERSONNEL WORKING FOR  
US IN AND AROUND THE SURROUNDING  
AREAS WE ARE COMMITTED TO  
ADDITIONAL CAMERAS.  
WHERE ARE THE CHALLENGING SPOTS  
AND LOCATIONS.



RIGHT NOW THE CAPITOL BUDGET MAY NOT HAVE THE MONEY FOR THE CAMERAS.

WE WANT TO INSTALL THEM ON OUR DIME.

>> THAT WOULD BE CONNECTED BACK --

>> ABSOLUTELY.

>> CONNECTED TO THE SOUTH BAY SYSTEM THEY AGREE TOO.

>> YES.

SOUTH LINK IS WHAT WE USED FOR NUMEROUS YEARS.

THE QUALITY AND CAMERA SYSTEM IS SECOND TO NONE.

>> THEY WILL DO THE CAMERA SYSTEM?

>> MY RECOMMENDATION.

>> PERFECT.

>> THOSE CAMERAS CAN BE FED TO BOSTON POLICE, A SUPERVISE NEER A BOSTON POLICE CRUISER IF THAT'S THE CASE WHEN THERE ARE CHALLENGES AND CONCERNED WE WANT TO WORK JOINTLY WITH BOSTON POLICE, THE RESIDENTS GROUPS AND ALL TO DEAL WITH THE ISSUES AND BE ACTIVE EYES AND EARS.

>> NOT JUST CAMERAS IN THE SQUARE OR NEAR THE SOUTH BAY MALL.

YOU ARE TALKING IN THE GENERAL AREA WHERE CAMERAS COULD BE HELPFUL AND NEEDED.

>> ABSOLUTELY.

>> I WANT TO TALK WITH THE CAPTAINS FROM THE TWO POLICE DISTRICTS AND COMMUNITY GROUPS AND SAY WHERE DO YOU WANT CAMERAS TO BEST ASSIST THE PROBLEMS.

IT DOESN'T HAVE TO BE A PROBLEM WITH THIS INDUSTRY.

>> IS THIS C6 OR 11?

>> WE RON C6.

WE'RE ON THE BORDER OF BOTH. SO ISSUES AND CONCERNS.

I THINK THERE IS A JOINT CONVERSATION TO OCCUR.

>> SIX AND TWO OR ELEVEN?

>> THERE IS A LITTLE.

TWO MORE ELEVEN AND SIX.

TWO IS DEFINITELY DOWN TOWARDS THE OTHER SIDE.

>> OKAY.  
THREE YOU WOULD BE DEALING WITH.  
>> I HAVE DEALT WITH THEM  
BEFORE.  
>> OKAY.  
ADEN, WHAT WAS YOUR ENTRY INTO  
THE INDUSTRY.  
YOU SAID YOU STARTED HERE.  
TELL ME HOW YOU ENTERED THE  
INDUSTRY.  
YOUR BACK GROUND THEN.  
>> SURE.  
I INITIALLY STARTED VERY LOW  
LEVEL.  
I STARTED WORKING FOR A HANDFUL  
OF COMPANIES ON THE CULTIVATION  
SIDE IN 2009.  
8 OR 9 YEARS AGO.  
THAT'S WHEN THINGS WERE JUST  
TAKING OFF IN COLORADO.  
QUITE LITERALLY OVER NIGHT  
COLORADO HAD ON THE BOOKS A  
MEDICAL MARIJUANA LAW.  
AT THAT POINT FOR ABOUT EIGHT  
YEARS.  
I THINK IT PASSED IN 2000.  
WENT INTO EFFECT IN 2001.  
IT DIDN'T ALLOW FOR  
DISPENSARIES.  
THERE WAS A MEMO FROM THE OBAMA  
ADMINISTRATION, THE FIRST ONE  
GIVING PEOPLE IN THEIR MINDS THE  
RIGHT TO OPEN DISPENSARIES IN  
COLORADO.  
2009.  
AND LIKE WILD FIRE DISPENSARIES  
WERE POPPING UP THREE TIMES A  
WEEK, IN DENVER AND BOULDER.  
>> THEY HAD LIKE 1400 LICENSES  
OVER NIGHT.  
>> IT WAS UNREAL.  
I WAS THERE FOR THAT.  
GROUND ZERO.  
THAT'S WHEN IT CAUGHT MY EYE AND  
SAID THERE IS SOMETHING TO THIS.  
THIS IS A LOT.  
I NOW PEOPLE IN THE INDUSTRY.  
I SAW THERE WAS A LACK OF  
PROFESSIONALISM AND IT NEEDS  
CLEANING UP AND I WANT TO BE  
INVOLVED.  
I HAVE HAD AN EYE FOR BOTANY AND  
THAT THING ON THE CULTIVATION  
SIDE.

AS I MOVED UP I WAS WORKING WITH TWO DIFFERENT COMPANIES. I KIND OF GOT MORE INTERESTED IN THE POLITICS OF THINGS. THAT'S WHEN COLORADO, THE STATE, PASSED WHAT WAS CALLED HOUSE BILL 1284 WHICH PASSED I THINK IN 2010. WENT INTO EFFECT 2011. IT ESTABLISHED THE MARIJUANA ENFORCEMENT DIVISION. WHICH WOULD OVERSEE AND REGULATE AND SERVE AS A REGULATORY AGENCY FOR DISPENSARIES AND CULTIVATIONS, ETCETERA, THAT PUT OUT OF BUSINESS OVER HALF OF THE OPERATORS. THESE ARE FLY BY NIGHT OPERATIONS. SIMILAR TO, SIMILAR THINGS OCCURRING IN CALIFORNIA NOW. BELIEVE IT OR BE. ESSENTIALLY THEY'RE PLAYING CATCHUP) ywço[V'2 UP. NO OTHER STATE SINCE THEN HAS DONE IT THAT WAY. I APPLAUD MASSACHUSETTS FOR DOING IT THE RIGHT WAY DESPITE IT TAKING A LONG TIME AND RED TAPE. >> IT'S AN AGGRESSIVE INDUSTRY. THAT'S HOW IT HAPPENED IN DENVER. IT CAN'T HAPPEN HERE. >> IT'S NOT SUSTAINABLE FOR IT TO HAPPEN THAT WAY. DESPITE THE HEADACHES IN MASSACHUSETTS. THEY HAVE DELAYED THINGS ON A STATE LEVEL. IT'S FOR THE BEST TO TAKE YOUR TIME WITH IT AND HAVE A REGULATORY FRAMEWORK ESTABLISHED. RULES SET IN PLACE. BACK TO MY STORY, ESSENTIALLY I WAS WORKING WITH A COMPANY THAT I KNEW WAS EYEING SPOTS IN A. >> WHAT WERE YOU DOING FOR THE COMPANY? >> WORKING IN CULTIVATION. A LARGE PORTION OF THE CULTIVATION WAREHOUSE FACILITY. WE ALSO HAVE TO HAVE EXPERIENCE. >> WHAT -- WHAT WAS YOUR DEGREE.

THE DEGREE MATCH.  
>> IT'S IN PSYCHOLOGY, BELIEVE  
IT OR NOT.  
RIGHT OUT OF COLLEGE I DID WORK  
IN THAT.  
IT'S SOMETHING I'M PASSIONATE  
ABOUT.  
>> ULTIMATELY WE WERE CAUGHT UP  
IN THE MEDICAL MARIJUANA  
INDUSTRY.  
I HAVE A KNACK FOR  
ENTREPRENEURSHIP AND POLITICAL  
SCIENCE.  
WHICH IS HALF WHAT HAD THE  
INDUSTRY IS.  
SO, ESSENTIALLY IN 2013.  
YOU KNOW MYSELF AND A FEW OTHER  
PEOPLE PUT A PROPERTY UNDER  
CONTRACT TO PURSUE A DISPENSARY  
LICENSE.  
IT TOOK AWHILE.  
THAT DISPENSARY IS OPEN AND  
RUNNING TODAY.  
WE ALSO ALONG THE WAY PICKED UP  
CULTIVATION LICENSES TIED INTO  
THAT.  
WE HAD ANOTHER LICENSE WE DIDN'T  
SELL BUT HA H +\*T LICENSE.  
WE GOT OPEN IN THE BEGINNING OF  
2015 OPEN ABOUT THREE YEARS AND  
STARTED OUT FOR A FEW MONTHS AS  
MEDICAL ONLY.  
COLORADO HAD RECREATIONAL SALES  
FOR A YEAR ALSO.  
>> CAN I ASK YOU A COUPLE OF  
QUESTIONS?  
>> PLEASE.  
WHEN YOU TALK ABOUT, A  
COMPLAINT, NOT A COMPLAINT BUT  
ISSUE I HEARD TIME AND TIME  
AGAIN.  
PEOPLE, WHATEVER THEY'RE ON.  
THE PEOPLE CONCERNED ABOUT THAT  
POPULATION MAKING THEIR WAY INTO  
YOUR DOOR AND -- CAN YOU SPEAK  
ON THAT IS IT THE SAME PERSON.  
YOU KNOW AT THE McCORMICK  
CIVIC AND NEW BUSINESS  
ASSOCIATION.  
THIS IS ABSOLUTELY IN OUR BEST  
INTEREST.  
AS A BUSINESS TO PREVENT THIS  
FROM HAPPENING.  
IT'S NOT SMOKE AND MIRRORS AND

SHOW.

IF WE'RE KNOWN AS THE MEDICAL MARIJUANA DISPENSARY WHERE THERE IS A CROWD FROM METHADONE MILE LURKING AROUND WE'RE GOING OUT OF BUSINESS.

IT'S IN OUR BEST INTEREST TO KEEP THAT FROM HAPPENING.

WILL THAT PERSON WANT IN YOUR DOOR?

>> MY THOUGHTS ARE NO.

TYPICALLY PEOPLE ADDICTED TO OPIATES GET A HIGH FROM OPIATES. IF THEY'RE LOOKING FOR MARIJUANA.

THEY HAVE ACCESS TO UNREGULATED DIRT WEED FOR LACK OF A BETTER TERM.

>> IT WOULD BE, IT WOULD BE VERY OUT OF CHARACTER FOR, FOR THAT CROWD TO POOL MONEY TOGETHER IN ORDER TO COME INTO OUR HIGH END MEDICAL MARIJUANA DISPENSARY TO PURCHASE SOMETHING ADMITTEDLY MARKED UP DUE TO REGULATORY FRAMEWORK WE'RE DEALING WITH. THE TESTING OF HEAVY METALS, PESTICIDES, ETCETERA AND THIS CAUSES THE PRICE TO GO UP.

IT MAKES SENSE FOR THAT CROWD TO SHOP WITH US.

THE PAIR LESS I GREW IN McCORMICK.

WE ARE PREVENTING THAT?

IF SOMEONE WANTS --

>> CAN I ASK ABOUT THE SCHOOL NOW.

NOT TO CUT YOU OFF.

>> YES, LIMITED TIME.

>> THE SCHOOL HOW DID YOUR DISCUSSION GO WITH THE SCHOOL THERE.

THE FEEDBACK?

>> VERY WELL.

>> YES, SO WE, WE MET WITH SHAWN A --

>> WHAT IS THE DISTANCE THAT THE SCHOOL NEEDS TO BE FROM THE DISPENSARY.

WHAT IS THE LAW, WHAT IS THE SCHOOL THE LAW IS 500 FEET.

THE SCHOOL IS OVER THAT.

>> 503 FEET.

>> IT'S APPROPRIATELY LOPSIDED.

>> HOW ARE THE DISCUSSIONS?  
>> THEY WENT WELL.  
>> WE HAVE BEEN IN TOUCH SINCE.  
ONE THING I BROUGHT TO HER  
ATTENTION IS THAT NOT JUST  
COLORADO, IT'S CLOSER TO A  
SCHOOL.  
THE HIGH SCHOOL AT THAT, NORTH  
GLEN HIGH, THE MAIN HIGH SCHOOL  
IS, IS ADJACENT TO OUR  
DISPENSARY.  
THIS WAS MEASURED BY PEDESTRIAN  
ACCESS THE WAY IT'S MEASURED BY  
THE CITY.  
>> IT WAS ON THE OTHER SIDE.  
>> GO UP THE STREET, CROSS  
LEGALLY AND COME BACK DOWN.  
>> WE DON'T HAVE THAT IN  
WRITING.  
>> OKAY.  
>> I HAVE ONE MORE QUESTION FOR  
DAN.  
DAN HOW DID YOU VET ADEN?  
>> WE HAVE A DUE DILIGENT  
PROCESS.  
WE LOOK AT THE BACKGROUND AND  
ASSOCIATES AND THE FINANCES TO  
SEE WHERE MONEY CAME FROM AND IF  
THEY'RE WORKING WITH PEOPLE  
ENGAGED IN ACTIVITY WE DON'T  
WANT TO BE ASSOCIATED WITH.  
WE DO THIS ACROSS THE TKPHROEB.  
I THINK IF YOU WERE TO CALL THE  
NORTH GLEN POLICE DEPARTMENT  
THEY WOULD TELL YOU THERE WAS A  
REDUCTION IN CRIME AND NO  
CONCERNS RELATIVE --  
>> YOU HAVE BEEN IN TOUCH.  
>> I WAS RECENTLY IN COLORADO  
WITH POLICE CHIEFS AND THE  
SHERIFFS WITH CONCERNS ABOUT THE  
INDUSTRY.  
I HAVE BEEN WRONG ON WHAT I  
THOUGHT WOULD HAPPEN AND  
PLEASANTLY SURPRISED.  
THAT'S WHY WE'RE AT THE TABLE.  
WE FEEL CONFIDENT IN THE CLIENT  
AND THE PLAN FOR THE COMMUNITY.  
>> I'M GOOD.  
>> COUNSELOR ESSAIBI-GEORGE.  
>> THANK YOU FOR BEING HERE.  
I HAVE A FEW QUESTIONS.  
I WILL TRY TO GET THROUGH PRETTY  
QUICKLY.

FIRST, ADEN, YOU MENTIONED YOU ARE -- YOUR ACADEMIC EXPERIENCE AND EDUCATIONAL PSYCHOLOGY.

I'M CURIOUS ON OUR TRIP TO DENVER EARLIER THIS YEAR I MET WITH THE DENVER PUBLIC SCHOOL SYSTEM.

THEY SHARED CONCERNS ON EDUCATING THEIR YOUTH PRIOR TO THE ROLL OUT OF RECREATIONAL AND MEDICAL MARIJUANA.

WHEN I RETURNED TO BOSTON I PRESENTED BEFORE THE BOSTON SCHOOL CITY.

I DON'T THINK AS A SCHOOL DISTRICT WE'RE PREPARED FOR THIS AVAILABILITY OF RECREATIONAL USE OF MARIJUANA.

DO YOU HAVE THOUGHTS OR ADVICE ON THE LOCAL SCHOOL DISTRICT RESPONDING TO THE MORE AVAILABILITY OF MARIJUANA GOING FORWARD.

>> I DO.

>> THE APPROACH BEING TAKEN IS A MORE WIDESPREAD ADOPTION IN REGARDS TO TREATING SUBSTANCE ABUSE AS A MENTAL HEALTH ISSUE AND SOMETHING THAT TEAMS SELF MEDICATION WITH SOCIAL AN QUITE OR THEY'RE TRYING TO PARTY OR WHATEVER IT IS.

TREATING THAT MENTAL HEALTH ISSUE INSTEAD OF A CRIME AND LOCKING THEM UP AND POTENTIALLY RUINING A COLLEGE APPLICATION IS SOMETHING WE SEE MORE AND MORE ACROSS THE COUNTRY.

>> I THINK IT'S A GREAT STEP IN THE RIGHT DIRECTION.

>> I WILL WILL ALSO SAY FROM OUR PERSPECTIVE THE CONCEPT OF REGULATION IS MORE EFFECTIVE IN BATTLING TEAM SUBSTANCE ABUSE, AS A TEENAGER IN HIGH SCHOOL I USED MARIJUANA.

I REGRET IT.

I THINK MARIJUANA IS A GOOD THING FOR AN ADULT AND BETTER THAN ALCOHOL AS FAR AS AN ADULT THAT WANTS TO RELAX AT THE END OF THE DAY.

WHEN I WAS A TEEN MARIJUANA WAS EVERYWHERE AND EASY TO GET.

ALCOHOL WAS HARD TO GET.  
YOU HAD TO HAVE A FAKE ID AND  
SOMEONE WILLING TO TAKE A RISK.  
IT WAS DAMN NEAR IMPOSSIBLE TO  
COME ACROSS A POT WILL OF LIQUOR  
OR A KEG.  
BUT CANNABIS WAS EVERYWHERE.  
THAT WAS THE PROCESS OF  
UNREGULATION.  
I HOPE -- THERE IS NOT, THE  
BLACK MARKET HAS ESSENTIALLY  
BEEN FLOODED BY INDUSTRY LIKE  
OURS.

>> THANK YOU.

WITHIN YOUR PRODUCT PLOY FOR  
YOUR CUSTOMERS WHAT IS THE  
PERCENTAGE BETWEEN MOTORCYCLABLE  
MARIJUANA AND THE EDIBLES.

>> OUR PERCENTAGE IN COLORADO  
TYPICALLY HOVERED AROUND 60%  
FLOWER, A SMOKEABLE MARIJUANA  
AND 30 TO 35 TO 40% OF  
CONCENTRATES AND EDIBLES.  
THAT ENCOMPASSES EVERYTHING.  
EDIBLES ARE CLOSER TO 5% TO 10%.  
THERE ARE OILS AND RUBS AND CBD  
CAPSULES AND EVERYTHING UNDER  
THE SUN.

I DON'T THINK THE MARKET WILL BE  
TOO DIFFERENT FROM THIS MARKET  
OF COLORADO.

THAT'S THE BEST GUESS.

>> CAN YOU TALK ABOUT FULFILLING  
THE POTENTIAL CUSTOMER DEMAND.

>> I FORGET --

>> NEW ENGLAND TREATMENT ACCESS.

>> INITIALLY THEY HAD CHALLENGES  
FOR THE CUSTOMER DEMAND.

THEY HAVE CREATED REPEAT CYSTS  
THROUGHOUT THE WEEK.

CAN YOU TALK ABOUT BEING  
PREPARED ON THE TPHPBD FROM DAY  
ONE.

>> THAT'S THE CONVERSATION WE'RE  
HAVING INTERNALLY NOW.

WE HAVE A 50,000 SQUARE FOOT  
FACILITY APPROVED IN --  
MASSACHUSETTS FOR CULTIVATION.  
YOU KNOW WE'RE PROBABLY --

>> WE WILL BEGIN THE  
CONSTRUCTION PROCESS IN Q1 OF  
2018.

WE ARE WE WOULD LOVE TO BUILD  
THE ENTIRE THING OUT AT ONCE.



WE THINK THAT'S EXCESSIVE.  
WE DETERMINED THE BARE MINIMUM  
IS 40% IT HAD.  
PROVIDING 400 POUNDS OF FLOWER  
MONTHLY BETWEEN THE TREE  
DISPENSERS.  
WE HAVE A DISPENSER IN  
PITTSBURGH AND WATER TOWN.  
WE EXPECT DORCHESTER BEING THE  
MOST BUSY.  
THE BREAKDOWN IS IN OUR  
MATERIALS.  
WORE CONFIDENT -- IT'S POOR  
BUSINESS TO GO TO MARKETS AND  
RUN OUT OF PRODUCT.  
THAT'S A BAD LOOK FOR ANY  
COMPANY.  
I DON'T KNOW HOW THEY RETAIN  
CUSTOMERS.  
IT MUST BE DOWN.  
PEOPLE GO IN AND SAY WE HAVE RUN  
OUT AND HAVE TO COME BACK.  
IT'S A HASSLE AND NOT A GOOD  
BUSINESS PRACTICE.  
WE'RE PREPARED TO GO TO MARKET  
WITH NO LESS THAN 40% OF THE  
FACILITY BUILT OUT.  
THAT WOULD BE ONE OF THE BIGGEST  
IN MASSACHUSETTS I KNOW OF.  
>> I IMAGINE, I'M NOT NO  
AGRICULTURE OR GARDENING FOR  
THAT MATTER.  
>> SURE.  
>> WHAT IS THE POTENTIAL FOR THE  
LOSS OF A CROP DUE TO  
INFESTATION OR ANOTHER PROBLEM  
THAT COULD IMPACT YOUR  
PRODUCTIVITY.  
>> SO THERE IS THE POTENTIAL  
ALWAYS.  
I WON'T SAY IT'S IMPOSSIBLE.  
WE HAVE LEARNED OUR LESSON IN  
COLORADO WHAT NOT TO DO.  
NOT JUST THROUGH THE PAST THREE  
YEARS OF MY OWN BUSINESS BUT A  
HANDFUL OF YEARS BEFORE THAT  
WORKING IN OTHER BUSINESSES WITH  
LOSS.  
USUALLY IT'S NOT DUE TO A  
INFESTATION.  
IT'S DUE TO NOT PASSING A TEST.  
ESSENTIALLY YOU WOULD SAY, YOU  
HAVE A FULL HARVEST.  
EVERYTHING IS READY TO GO TO

MARKET AND YOU SEND IT TO THE TESTING LAB.  
THEN IT COMES BACK AS TOO HIGH AND BIO CONTAMINATED.  
TOTAL YEAST AND MOLD COUNT IS WHY YOU LOSE A CROP.  
THEN YOU DESTROY THE CROP UNDER THE SUPERVISION OF THE STATE.  
I'M LESS WORRIED ABOUT LOSING DUE TO A INFESTATION OF SPIDER MITES OR POWDERY MILDEW.  
THE TECHNOLOGY WE'RE IMPLEMENTING.  
WE HAVE THE BELLS AND WHISTLES. IT'S NOT CHEAP.  
MILLIONS OF DOLLARS OF MANUFACTURING EQUIPMENT.  
MAKING SURE WE PREVENT AN ENVIRONMENT WHERE THIS, THIS TESTS AND MILDEW AND MOLDS CAN THRIVE AS WELL AS STANDARD OPERATING PROCEDURES WHERE EMPLOYEES HAVE TO, YOU KNOW CHANGE THEIR CLOTHES BEFORE THEY COME IN AND LEAVE.  
NOT QUITE HAS MAT SUITS BUT PREVENTING CROSS CONTAMINATION.  
WE HAVE TWEAKED AND TAILORED THE SOPs OVER SEVERAL YEARS.  
WE'RE COMFORTABLE WITH WHERE WE STAND.  
IT'S FORTUNATE THE MASSACHUSETTS TESTING REQUIREMENTS ARE VERY SIMILAR TO COLORADO.  
WE KNOW WHAT WE'RE UP AGAINST. WE HAVE CREATED PROCEDURES THE LAST SEVERAL YEARS TO BE SUCCESSFUL IN THE ENVIRONMENT.  
>> AND WHERE WILL YOUR OFFICE BE, WHERE ARE YOU PHYSICALLY LOCATED THE MAJORITY OF THE TIME.  
>> I HOPE TO BE LOCATED IN DORCHESTER FACILITY.  
IT'S ACTUALLY TWO STORIES. RIGHT NOW WE HAVE THE FIRST FLOOR AT 3000 SQUARE FEET FOR SALES AND UPSTAIRS FOR CORPORATE OFFICE.  
OUT OF ANYWHERE WE HAVE IT'S CLOSEST TO WHERE I LIVE.  
THAT IS THE INTENTION.  
AS WE GROW AND HOPEFULLY AS WE DO WELL I THINK IT MIGHT BE IN

OUR BEST INTEREST TO HAVE AN OFFICE DOWNTOWN.  
AGAIN THIS IS A VERY POLITICAL AND FINANCED BASED INDUSTRY.  
YOU KNOW, IT MAY MAKE SENSE FOR OUR COMPANY LOCATED IN SEVERAL PLACES THROUGHOUT THE STATE TO HAVE A CORPORATE HEADQUARTERS DOWNTOWN.  
THINK AT THE BEGINNING IT WILL BE THERE IN DORCHESTER.  
SIMPLY BECAUSE WE HAVE THE OFFICE SPACE.  
>> GREAT.  
>> TWO MORE QUESTIONS.  
>> IN YOUR PRESENTATION YOU TALK ABOUT MARKET PROJECTIONS BASED ON ACTIVE CARD HOLDERS IN THE REGION.  
WHAT IS CONSIDERED THE REGION.  
>> THE REGION, I THINK FOR HERE IS A THREE MILE RADIUS ESSENTIALLY.  
YOU KNOW, IT'S DORCHESTER, MOST OF DORCHESTER, SOUTH BOSTON, A LITTLE BIT OF THE SOUTH END. AND A LITTLE BIT OF ROXBURY AND JP.  
ESSENTIALLY WE PUT TOGETHER THE PROJECTIONS FOR OTHER PROJECTIONS FOR OUR DISPENSARIES.  
IN WATER TOWN WE SAID A 5-MILE RADIUS.  
IN PITTSBURGH IT'S A TEN MILE RADIUS.  
THINGS ARE MORE RULE THERE.  
AS YOU ARE BAN AS BOSTON IS WE FOUND THAT THREE MILES WAS INAPPROPRIATE BUFFER.  
>> THREE MILES FROM THE FACILITY?  
>> THREE MILES FROM THE FACILITY.  
I DON'T THINK PEOPLE WILL TRAVEL THAT MUCH FURTHER FROM THREE MILES.  
THEE MILES CAN TAKE 20 MINUTES. IF NOT MORE.  
>> YES.  
>> WHERE AS YOU KNOW TEN MILES IN PITTSBURGH WE'RE ON ROUTE TWO.  
WE EASILY PULL BUSINESS FROM

WESTMINSTER AND OTHERS.  
FOR HERE IT'S THE DIFFERENCE OF  
GOING FROM ONE SPOT TO THE NEXT.  
SO, THAT WAS OUR CALCULATION  
THERE.

>> GREAT.

>> MY LAST QUESTION IS, DAN, YOU  
WERE REFERENCING WORKING WITH  
PEOPLE ON THE STREET CAN YOU  
DESCRIBE WHAT THAT MAY LOOK  
LIKE?

>> ANYONE UTILIZING DRUGS,  
ALCOHOL, CAUSING A CONCERN FOR  
THE QUALITY OF LIFE OF THE  
NEIGHBORHOOD WE WOULD WORK WITH  
BOSTON POLICE TO IDENTIFY THE  
ISSUES AND MAKE SURE THEY KNOW  
THE ISSUES ARE GOING ON.

>> IF POLICE INTERVENTION IS  
NOT THE APPROPRIATE MEDICINE  
MAKING A CALL AND REFERRAL TO A  
RATCH OUT TEAM, PUBLIC HEALTH  
COMMISSION OR GAVIN HOUSE OR ANY  
OTHER GROUP PUTTING ALL  
RESOURCES THAT WE CAN TO DEALING  
WITH THE ISSUES.

WE, WE USE TO HAVE SIMILAR  
PROGRAMS BACK WHEN I WAS  
ACHIEVE.

WE WORKED WITH THE AGENCIES IN  
THE CITY, COMMUNITIES GROUPS TO  
FIX THE PROBLEMS.

IF THE LIGHTS ROUTE AND IT'S A  
CALL TO THE MAYOR'S OFFICE TO  
LET THEM KNOW TO HELP MAKE THE  
CALL, WE'RE EYES AND EARS.  
THAT'S WHAT WE HOPE TO BE.

>> THANK YOU.

>> SO THE BUSINESS MODEL OR --  
THE 7 DAYS A WEEK, 8:00 A.M. TO  
8:00 P.M.

IS THAT NECESSARY AND THE NORM?  
IS THAT WHAT YOUR COMPETITORS  
ARE DOING?

TAKE ME THROUGH THAT PROCESS.  
I'M THINKING OF SATURDAY, SUNDAY  
AFTERNOON IN JULY AND AUGUST.  
IT IS 100 DEGREES.

PEOPLE ARE REALLY GOING TO GO  
DOWN TO --

>> YES.

BELIEVE IT OR NOT.

THOSE ARE PRETTY MUCH EXACTLY  
OUR HOURS IN COLORADO.

UP UNTIL VERY RECENTLY.  
THEY EXTENDED HOURS TO 10:00 TO  
COMPETE WITH OTHER COMMUNITIES  
THAT ARE DOING THAT.  
FOR THE LAST THREE YEARS, IT'S  
BEEN 8:00 TO 8:00.  
IT'S PRETTY CONSISTENT ACROSS  
THE BOARD.  
WE DON'T WANT TO PIN OURSELVES  
IN A HOLE OF ONLY SERVING THE  
PEOPLE THAT WORK 9:00 TO 5:00,  
PEOPLE THAT WORK IN TRADITIONAL  
INDUSTRIES.  
MAYBE THEY'RE A TRUCK DRIVER.  
MAYBE THEY'RE WORKING A NIGHT  
SHIFT AT A HOSPITAL.  
MAYBE THEY'RE WORKING AT A  
RESTAURANT AND THEY HAVE CERTAIN  
DAYS OFF.  
OUR INTENTION IS TO BE OPEN AND  
AVAILABLE TO SERVE THEM SEVEN  
DAYS A WEEK IN THE BEST WAY THAT  
WE CAN WITHOUT NEGATIVELY  
IMPACTING THE NEIGHBORHOOD.  
>> FROM A COMPETITIVE  
STANDPOINT --  
>> IN MASSACHUSETTS, I CAN'T  
SPEAK TO THAT ENTIRELY BECAUSE  
THE CLOSEST COMPETITORS, I  
THINK -- THERE'S ONLY ONE THAT'S  
OPEN IN BOSTON RIGHT NOW, AND I  
DON'T KNOW -- I THINK THEY'RE  
OPEN SEVEN DAYS A WEEK.  
I DON'T KNOW IF THERE'S BEEN --  
THERE'S BEEN FIVE OTHERS  
APPROVED.  
I DON'T KNOW WHAT THEIR PROPOSED  
HOURS ARE.  
>> IS THAT THE NORM IN THE  
INDUSTRY TO BE SEVEN DAYS A WEEK  
AND THAT LENGTH OF TIME?  
>> JUST LIKE CVS AND RITE AID.  
THINGS COME UP.  
MAYBE YOU'RE A PATIENT THAT USES  
INTERMITTENTLY BECAUSE YOU HAVE  
CHRONIC PAIN.  
WHEN YOUR PAIN CLEARS UP, YOU  
WANT TO GET THE MEDICINE.  
IF THAT IS MONDAY THROUGH  
FRIDAY, GREAT.  
BUT SOMETIMES IT IS OFF HOURS  
AND WEEKENDS.  
>> THROUGH THE COMMUNITY  
PROCESS, THERE ARE VARIOUS CIVIC

ORGANIZATIONS THAT YOU HAVE TO GO AND MEET WITH THEM, SO THEY'RE AWARE IT IS SEVEN DAYS A WEEK.

>> THAT'S ONE OF THE FIRST THINGS THAT CAME UP.

THERE WAS A LITTLE BIT OF PUSHBACK ON SUNDAY SALES.

>> IF THAT COMES BACK AT US, WOULD YOU BE OPEN TO WORKING WITH US FOR SUNDAY?

>> YEAH, WE COULD BE OPEN TO THAT, IF ABSOLUTELY IN THIS. NOT OUR PREFERENCE.

>> MY LAST QUESTION WOULD BE, HOW MANY JOBS ARE ON THE -- WELL, THIS IS A COUPLE QUESTIONS.

HOW MANY JOBS IN THE DISPENSARY AND HOW DO WE GET PEOPLE THAT MAY LIVE AROUND -- IT'S A GROUND FLOOR JOB FOR SOMEBODY IN SEVEN OR EIGHT YEARS OR TEN YEARS COULD BE LOOKING AT THEIR OWN DISPENSARY.

>> OF COURSE.

WE'RE LOOKING AT ABOUT 15 JOBS OR SO FOR THE DORCHESTER DISPENSARY.

>> THAT'S NOT INCLUDING DAN.

>> THAT'S NOT INCLUDING SECURITY PERSONNEL.

POSSIBLY CLOSER TO 20 AS WE GET

BUSIER.

ONE THING AS FAR AS LOCAL HIRING THAT WE TALKED ABOUT TO BE DONE IN COLORADO IS WE MADE THAT PART OF THE CITY.

WE SAID WE'RE GOING TO DO EVERYTHING IN OUR POWER TO HIRE RESIDENTS OF THIS COMMUNITY IN ORDER TO GIVE BACK.

IF YOU GO TO OUR STORE TODAY, THERE'S AT LEAST -- I THINK THERE'S AT LEAST THREE OR FOUR EMPLOYEES THAT ARE FROM THE COMMUNITY.

THERE IS ONE FROM THE TOP OF THE PILE IMMEDIATELY BECAUSE THEY WERE FROM THAT COMMUNITY.

EVERYONE WANTS TO WORK IN THE MARIJUANA INDUSTRY.

WE HAVE A LOT OF APPLICATIONS

EVERY DAY, AND IT'S TOUGH TO  
SIFT THROUGH.  
ONE THING THAT BUMPS THAT  
APPLICATION TO THE TOP OF THE  
FILE IS THEIR ADDRESS.  
>> YOU'RE GOING TO NEED TO HIRE  
AND THEN SEND THEM TO  
CERTIFICATION.  
THERE'LL BE A CERTIFICATION FOR  
WORKERS THROUGH THE STATE?  
>> EXACTLY.  
>> THEN PAY TO CERTIFY?  
>> THAT'S THE WAY IT IS WORKING  
IN MASSACHUSETTS RIGHT NOW.  
THAT'S THE WAY IT USED TO WORK  
IN COLORADO.  
I IMAGINE AS THE INDUSTRY  
MATURES IT WILL BE SIMILAR TO  
OTHER STATES.  
AS SOMEONE WHO HAS INTEREST IN  
WORKING IN THE INDUSTRY, THEY'LL  
GET THEIR BADGE.  
IT MAKES IT EASIER FOR THE  
EMPLOYER.  
IN COLORADO, IT ONLY COSTS \$40.  
>> WHAT'S IT GOING TO COST HERE?  
>> I DON'T THINK THEY HAVE  
DETERMINED THAT.  
THE CDC IS STILL DETERMINING  
THAT.  
>> THAT WILL CONCLUDE TODAY'S  
HEARING REGARDING MEDICINAL  
MARIJUANA IN DORCHESTER  
DISPENSARY.  
WORK CLOSER WITH THE SPONSOR IN  
PRODUCING A COMMITTEE REPORT  
WITH THE ANTICIPATION OF TRYING  
TO HAVE SOMETHING AT OUR NEXT  
COUNCIL MEETING.  
I APPRECIATE YOU-ALL TAKING THE  
TIME TO COME IN HERE AND  
PARTICIPATE IN THE PANEL  
DISCUSSION.  
WE'LL GET SOMETHING DRAFTED.  
I'LL WORK WITH MY COLLEAGUES AND  
TRY TO GET A VOTE OUT AS SOON AS  
POSSIBLE.  
>> THANK YOU VERY MUCH.  
>> DOCKET 1488, THE COMMITTEE IS  
ADJOURNED.  
>>> GOOD MORNING, EVERYONE.  
I'M MICHAEL FLAHERTY.  
TODAY WE'RE HERE TO DISCUSS  
DOCKET 1425.

IT ALLOWS A MUNICIPALITY THAT ACCEPTS THAT SECTION TO ACCEPT A LOCAL SALES TAX FOR MARIJUANA OR MARIJUANA PRODUCTS BY A RECREATIONAL MARIJUANA DEALER. DEALER SETS THE RATE OF THE LOCAL SALES TAX ON MARIJUANA AT THE MAXIMUM ALLOWED 3% RATE. THIS WAS SPONSORED BY MAYOR MARTIN WALSH AND REFERRED TO THE COMMITTEE ON GOVERNMENT OPERATIONS ON NOVEMBER 15th. RECENTLY AMENDED BY SECTION 13 OF CHAPTER 55 OF THE ACTS OF 2017 AFTER THE LEGALIZATION OF MARIJUANA IN 2016 PROVIDES A LOCAL SALES TAX ON RECREATIONAL MARIJUANA SALES. DOCKET 1425 SAYS CHAPTER 5, BUT IT SHOULD BE REFLECTED IN EVERYONE'S NOTES ON PUBLIC RECORD IT IS ACTUALLY CHAPTER 55. DOCKET 1425 IS IN ORDER TO ACCEPT THE LOCAL SALES TAX OPTION AND TO SET THE LOCAL TAX RATE ON RETAIL MARIJUANA AND MARIJUANA PRODUCTS IN THE CITY OF BOSTON AT 3%. EVEN THOUGH THERE AREN'T YET MARIJUANA RETAILERS IN THE CITY OF BOSTON, THE MAYOR RECOMMENDS SETTING THE TAX RATE NOW TO BE ABLE TO TAX SUCH SALES IN THE EVENT A RETAILER BECOMES OFFICIALLY LICENSED IN BOSTON. WE'RE JOINED TODAY BY FRANK BAKER AND MARK CIOMMO AND JUSTIN, THE CITY OF BOSTON BUDGET DIRECTOR. YOU HAVE THE FLOOR. IF YOU CAN MAKE SOME INTRODUCTORY COMMENTS, THEN WE CAN HAVE BACK AND FORTH. THERE ARE INDUSTRY REPRESENTATIVES THAT ARE HERE THAT MAY AT SOME POINT MAY COME DOWN HERE AND BE PART OF A PUBLIC PANEL. >> THANK YOU FOR INVITING ME. AS YOU MENTIONED, I'M JUSTIN. I'M THE BUDGET DIRECTOR FOR THE CITY OF BOSTON. I'M HERE TO OFFER TESTIMONY IN



SUPPORT OF 1325 THAT WILL SET THE TAX RATE AT 3% FOR RECREATIONAL MARIJUANA. THIS IS IN RESPONSE TO LAW THAT'S PRODUCED REGULATIONS. WE BELIEVE THAT SETTING THE TAX RATE AT 3% IS A PRUDENT MOVE FOR THE CITY. WE ARE STARTING TO LOOK AT WHAT THIS IS GOING TO COST AS PART OF ENFORCEMENT REGULATIONS, PUBLIC HEALTH, EDUCATION AS PART OF THE CITY BUDGET FOR FY '19. EVEN AT 3%, THE REVENUE OF THE CITY WILL ONLY PARTIALLY SUPPORT THOSE OPERATIONS. WE'VE TAKEN A LOOK AT OTHER CITIES THAT HAVE MORE MATURE MARKETS, DENVER BEING A PRETTY GOOD PROXY FOR WHAT THE CITY HAS IN TERMS OF POPULATION. BOSTON IS OBVIOUSLY A LITTLE MORE DENSE THAN DENVER. THEY SPEND UPWARDS OF \$5 MILLION TO \$6 MILLION A YEAR IN REGULATION AND ENFORCEMENT OF MARIJUANA. CITY TAX RATE WILL GIVE US SOME OF THE RESOURCES, BUT WE DON'T THINK IT WILL BE ENOUGH TO COVER ALL THE COSTS THAT THE CITY WILL INCUR. SETTING THE TAX RATE NOW IS IMPORTANT BECAUSE AS WE GET INTO THE FY '19 BUDGET PROCESS WE WANT TO MAKE SURE THAT WE REFINE WHAT WE THINK THE ESTIMATES ARE GOING TO BE ON THAT. SECONDLY, FOR THE BUSINESSES THAT ARE SORT OF LOOKING TO OPEN UP IN BOSTON, WE THINK IT IS IMPORTANT TO SET THE TAX RATE SO THEY KNOW WHAT TO EXPECT ON THE LOCAL LEVEL. THE AMOUNT THAT WE RECEIVE IN FY '19 WILL DEPEND LARGELY ON THREE THINGS -- THE SPEED IN WHICH THE STATE CANNABIS CONTROL COMMISSION OFFERS LICENSES. THEY'VE SET A DEADLINE OF MARCH 15th FOR THEIR REGULATIONS AND THEN ACCEPT APPLICATIONS FOR BEGINNING SALES IN JULY 1st OF 2018.

IT IS GOING TO TAKE BUSINESSES FINDING LOCATIONS AND ZONING AND UNDERSTANDING WHAT THEIR NEEDS ARE GOING TO BE.

THEN FINALLY, UNDERSTANDING THAT THERE WILL BE AN ADDITIONAL PROCESS TO FIGURE OUT WHERE TO LOCATE THESE.

I'M ASSUMING IT WILL BE A PUBLIC PROCESS BOTH HERE AND SORT OF IN THE COMMUNITY TO UNDERSTAND WHAT THE IMPACTS ARE GOING TO BE, SO WE THINK IT IS AN IMPORTANT STEP TO GET THE BALL ROLLING.

WE'LL OBVIOUSLY BE HAVING ADDITIONAL CONVERSATIONS AS THIS PROCESS DEVELOPS OVER THE NEXT FEW MONTHS.

SETTING THE TAX RATE NOW WILL BE SETTING THE EXPECTATIONS AS FAR AS THE BUSINESS AND WHAT THE CITY WILL NEED IN TERMS OF ENFORCEMENT, REGULATION, AND HEALTH.

>> THANK YOU, JUSTIN, FIRST AND FOREMOST FOR PARTICIPATING.

63% OF CITYWIDE OF BOSTON VOTERS SAID YES TO RECREATIONAL MARIJUANA.

A LOT OF QUESTIONS ARE GOING TO LOOM.

I KNOW IT IS A LITTLE PREMATURE THAT WE'RE GETTING THE TAX IN PLACE BEFORE RETAILERS ARE UP AND RUNNING, BUT ANY GUESSTIMATES?

IS THERE ANY THOUGHTS ABOUT WHAT THAT REVENUE WILL BE USED FOR?

>> SURE.

COLORADO HAS A \$1.3 BILLION A YEAR BUSINESS IN RECREATIONAL MARKET.

WHEN THE MARKET IS FULLY UP AND RUNNING HERE IN MASSACHUSETTS, WE COULD SEE NUMBERS NOT AS HIGH, BUT SOMETHING CLOSE TO THAT.

BOSTON IS THE LARGEST POPULATION DENSITY AREA.

THINKING ABOUT THAT IN TERMS OF REVENUE, WE THINK SOMEWHERE BETWEEN 2 MILLION AND 3 MILLION IN THE FIRST YEAR.

THE STATE RECENTLY AT THE

CONSENSUS REVENUE HEARING LAST WEEK PUT A BALLPARK FIGURE BETWEEN 40 MILLION AND 80 MILLION IN STATEWIDE COLLECTIONS.

WE REPRESENT ABOUT 3% ABOUT THAT.

THEIR TAX RATE IS 17%.

WE THINK SOMEWHERE BETWEEN 2 AND 3 MILLION IS A REASONABLE ESTIMATE FOR THE FIRST YEAR, BUT WE'LL BE WORKING TO REFINE THAT OVER THE NEXT FEW MONTHS.

ENFORCEMENT AND REGULATION ARE GOING TO BE THE TOP THINGS THAT COME INTO PLAY INITIALLY.

THAT'S GOING TO BE COST AT BPD.

WE'LL HAVE TO WORK WITH DEPARTMENTS OVER THE NEXT FEW MONTHS TO FIGURE OUT WHAT THE PROCESS WILL BE TO FUND SOME OF THESE THINGS, BUT THE MONEY WE'LL BE RECEIVING AS PART OF THE SALES TAX WILL GO INTO THE GENERAL FUND AND WILL BE AVAILABLE THROUGH THE APPROPRIATION PROCESS IN THE UPCOMING YEAR.

>> WE'VE BEEN JOINED BY MATT O'MALLEY AND ANNISSA GEORGE.

>> I HAVE JUST TWO QUESTIONS BECAUSE THE GENERAL LAW ALLOWS TO IMPOSE A TAX AT 3%.

CAN YOU TALK ABOUT HOW THAT DECISION WAS MADE AS OPPOSED TO DOING 1 OR 2.5?

>> SURE.

I WOULD SAY 3% IS NOT GOING TO BE ENOUGH AS IS.

I THINK WE WANTED TO MAXIMIZE THE RESOURCES THAT WE HAVE AVAILABLE TO REGULATE THIS INDUSTRY MOVING FORWARD.

I THINK I MENTIONED BEFORE DENVER SPENDS 6 MILLION TO 10 MILLION A YEAR ON PROGRAMS. 3% IS ROUGHLY TO 2 TO 3 MILLION A YEAR.

THAT WON'T COVER HALF OF WHAT DENVER SPENDS ON REGULATION ENFORCEMENT.

WE THINK SETTING THE MAXIMUM TAX RATE RIGHT NOW AND SEEING WHAT THE REVENUE BRINGS IN IS THE

BEST APPROACH AT THIS POINT.

>> IS THERE AN OPPORTUNITY AT ALL TO DESIGNATE THAT SPECIFIC REVENUE, THE 3%, TOWARDS SPECIFIC PROGRAMS AS OPPOSED TO THE GENERAL FUND?

>> SURE.

THE WAY I UNDERSTAND IT THE 3% WILL GO INTO THE GENERAL FUND. WE CAN TALK AND LOOK AT PRIORITIES THROUGHOUT THE BUDGET PROCESS.

THERE WILL BE A SEPARATE PROCESS FOR COMMUNITY MITIGATION FEES. RETAILERS WILL ENTER INTO A POST-AGREEMENT WITH THE CITY. WE'LL IMPOSE AN ADDITIONAL FEE OR AGREEMENT WITH THE RETAILER TO COLLECT ANOTHER 3% ON TOP OF THAT.

THAT WILL GO POTENTIALLY INTO A SEPARATE FUND THAT WE WOULD SORT OF DEDICATE TOWARDS VERY SPECIFIC MITIGATION ISSUES AROUND THAT SPECIFIC RETAILER. I THINK WE'LL SORT OF CONTINUE TO MONITOR, BUT I THINK THERE WILL BE MORE THAN ENOUGH COST TO GO AROUND THAN WHAT THE TAX WILL COVER.

>> THANK YOU.

>> HI, JUSTIN.

HOW ARE YOU TODAY?

>> GOOD.

HOW ARE YOU?

>> DO YOU THINK THE COSTS ARE GOING TO BE ADMINISTRATIVE?

>> YEAH.

I WOULD SAY ADMINISTRATIVE IN GETTING THE PROGRAM UP AND RUNNING.

>> MAYBE YOU CAN TALK ABOUT -- WHEN YOU TALK ABOUT GETTING THE PROGRAM UP AND RUNNING, WHAT WOULD THAT PROGRAM BE?

>> THAT WILL BE DETERMINED THROUGH THE ZONING PROCESS AND THE PROCESS OF HOW THE SHOPS ACTUALLY GET LICENSED AND PUT INTO DIFFERENT PLACES.

I THINK WE'RE STILL WORKING THROUGH THAT PROCESS AS A CITY. SOME OF THAT WILL DEPEND ON WHAT THE CCC'S FINAL REGULATIONS ARE

AND SORT OF WHAT THE RESTRICTIONS ARE, HOW TO GET THEM IN THE RIGHT PLACES, THEN ENFORCEMENT ON BOTH THE RETAIL SIDE AND THE HOME GROWN SIDE. I THINK THERE IS A LITTLE LESS PUBLICITY THAT AN INDIVIDUAL WILL BE ABLE TO GROW PLANTS IN THEIR OWN HOME.

>> THAT WOULD BE POLICE TO DETERMINE?

>> THAT'S DEFINITELY A POSSIBILITY.

YEAH.

I THINK IT IS TOO EARLY TO SEE OVERTIME HOURS OR SPECIFIC COSTS, BUT I THINK THAT'S DEFINITELY A LOCATION WE'LL BE LOOKING AT.

>> HAVE THERE BEEN TALKS ABOUT WHAT POTENTIAL -- OF THE DISPENSARIES, WHAT THE POLICE COSTS MAY BE IN AND AROUND A DISPENSARY?

IS THERE ANY WAY TO -- IS THERE NO REAL WAY TO DETERMINE THAT?

>> WE HAVEN'T GOTTEN THAT FAR IN THE CONVERSATIONS YET.

WE HAVEN'T RECEIVED ANY APPLICATIONS, SO WE HAVEN'T REALLY BEGUN THAT PART OF THE PROCESS OF UNDERSTANDING WHAT THE COSTS ARE GOING TO BE.

I THINK IT IS GOING TO BE A WHILE BEFORE WE'RE GETTING ANY MONEY BECAUSE THE DISPENSARIES THAT ARE OPENING UP ARE ALL MEDICAL.

WE'RE NOT GOING TO TAX THEM. THE RETAIL, IT'S GOING TO BE AWHILE BEFORE WE GET ANY RETAIL.

>> WE DEFINITELY HAVE THAT SAME FEAR.

>> YOUR PROGRAM IS GOING TO NEED TO BE UP AND RUNNING BEFORE WE COLLECT ANYTHING.

>> ABSOLUTELY.

>> BECAUSE IT IS GOING TO BE ALL MEDICAL FOR US TO ALLOW THE BUSINESS TO GROW SO PEOPLE CAN UNDERSTAND THE BUSINESS, I THINK.

IT'S GOING TO BE DIFFICULT TO GENERATE TAX MONEY FOR A COUPLE

YEARS, I THINK.

>> YEAH, DEFINITELY.

THAT'S WHY WE LOOK FOR GUIDANCE FROM THE STATE DEPARTMENT OF REVENUE BECAUSE THEY'RE PUTTING A \$40 MILLION TO \$80 MILLION ESTIMATE ON WHAT THEY THINK THEY'RE GOING TO COLLECT FOR NEXT YEAR.

WE'RE TRYING TO BE AS CONSERVATIVE AS POSSIBLE, BUT BE WITHIN THAT.

>> THANK YOU.

>> THANK YOU, MR. CHAIRMAN.

HI, JUSTIN.

WHO WILL BE NEGOTIATING THE HOST AGREEMENTS?

>> THAT'S A GOOD QUESTION.

I DON'T THINK WE HAVE FINALIZED THAT EXACTLY.

I THINK THERE WILL PROBABLY BE INPUT FROM SEVERAL DIFFERENT DEPARTMENTS IN THE CITY.

I THINK IT WILL DEPEND ON WHAT THE PROCESS IS FOR ZONING AND SORT OF SITING THE FACILITIES.

I DON'T THINK WE HAVE HAD ENOUGH OF THOSE CONVERSATIONS YET.

THAT ALL SORT OF DEPENDS A LITTLE BIT, LIKE I SAID BEFORE, ON THE REGS THAT COME OUT OF THE CCC.

WE'LL CONTINUE TO WORK ON THAT AS A GROUP EFFORT, BUT NOT A SPECIFIC DEPARTMENT IN MIND RIGHT NOW.

>> IS IT POSSIBLE TO ADD A LOCAL OPTION, SO TO SPEAK, IN A HOST AGREEMENT AND NOT CALL IT A LOCAL OPTION, BUT CALL IT SOMETHING ELSE, A PERCENTAGE? TO THE POINT YOU MADE EARLIER, WE MAY NOT HAVE ENOUGH TO PAY THE COST FOR STAFF TO INSPECT AND REGULATE.

WHEN WE WENT TO DENVER, THE CITY OF DENVER GETS EXCISE TAXES AND ALL THESE EXTRA TAXES AND THEY PROVIDE A LOT OF MONEY FOR EDUCATION.

I JUST HOPE THAT WE CAN GET ENOUGH REVENUE TO REGULATE, BUT ALSO EDUCATE.

I THINK IT'S REALLY IMPORTANT,

ESPECIALLY WITH A NEW INDUSTRY  
COMING IN.

I WOULD ALSO SAY THAT THE STATE  
HOPEFULLY -- AND I DON'T KNOW IF  
YOU KNOW THIS OR NOT AT THIS  
POINT.

ARE THEY GOING TO BE OFFERING  
GRANTS OR ANYTHING FOR THOSE  
KINDS OF PROGRAMS THAT WE  
OBVIOUSLY DON'T SEEM TO HAVE  
ENOUGH MONEY TO DO?

IT'S REALLY IMPORTANT.

>> SURE.

I'LL ANSWER THE FIRST PART ON  
THE HOST AGREEMENT FIRST.

IN THE HOST AGREEMENTS, WE'RE  
ALLOWED TO NEGOTIATE FOR UPWARDS  
OF 3% OF THEIR TOTAL SALES.

>> OKAY.

>> THAT WOULD BE SORT OF  
DEDICATED TOWARDS SPECIFIC  
MITIGATION COSTS.

I THINK THE IMPORTANT THING TO  
NOTE ON THAT IS THAT AGREEMENT  
SUBSET -- OR THE FINANCIAL

COMPONENTS OF THAT AGREEMENT  
SUNSET OF FIVE YEARS.

WE REALLY WANT TO MAKE SURE THAT  
WE'RE CONTROLLING WHATEVER WE'RE  
GETTING FROM THE SORT OF HOST  
AGREEMENTS TO ONLY GO TOWARDS  
COSTS THAT WON'T EXTEND PAST  
FIVE YEARS.

AS FAR AS GRANTS FROM THE STATE,  
OBVIOUSLY THEY HAVE A MUCH  
BIGGER PIECE OF THE PIE WHEN IT  
COMES TO THIS.

THEY'LL HAVE RESOURCES, I THINK,  
FOR EDUCATION AND GRANTS AND  
STUFF LIKE THAT, BUT IT BEARS  
GOING THROUGH THEIR OWN INTERNAL  
PROCESS RIGHT NOW TO FIGURE OUT  
EXACTLY WHAT -- THEY DON'T KNOW  
HOW MUCH REVENUE THEY'RE GOING  
TO HAVE YET.

THEY'RE STILL SORT OF WORKING  
THROUGH THAT PROCESS.

>> AND ONE FINAL COMMENT, I  
GUESS.

ONE OF THE THINGS THAT I SAW TO  
BE VERY IMPORTANT WAS THE KIND  
OF MONTHLY MEETINGS THAT SEVERAL  
DEPARTMENTS CONVENED -- POLICE,

FIRE, INSPECTIONAL SERVICES, ALL THE VARIOUS DEPARTMENTS THAT NOT ONLY REGULATE, BUT ALSO ENFORCE. ONE OF THE PROBLEMS, I THINK, DENVER HAD WAS EXPLOSIONS FROM PEOPLE GROWING THEIR OWN, SO I JUST HOPE THAT WE LOOK AT THIS

HOLISTICALLY AND THE IMPACTS AND HOW WE'RE GOING TO DEAL WITH THOSE.

THANKS, JUSTIN.

>> SURE.

>> THANK YOU, MR. CHAIRMAN.

GOOD MORNING, JUSTIN.

GREAT TO BE WITH YOU.

JUST A COUPLE QUESTIONS.

I APOLOGIZE.

I MISSED THE BEGINNING OF THIS.

THIS UP TO 3% SALES --

MUNICIPALITIES GET TO DECIDE

THIS.

IS THAT A FLAT RATE FOR ALL RECREATIONAL DISPENSARIES OR ON A CASE-BY-CASE BASIS?

>> THE SALES TAX WILL APPLY TO ALL RECREATIONAL RETAILERS.

WE DID HAVE THE OPPORTUNITY TO DO UP TO 3%.

THE WAY IT WORKS IS THE STATE COLLECTS REGULAR SALES TAX.

ON A QUARTERLY BASIS, THEY'LL GIVE IT TO US AS PART OF THE

GENERAL FUND.

>> THAT'S ON TOP OF THE STATE'S ESTABLISHED TAX RATE.

HAS THAT BEEN DETERMINED YET?

>> THEY HAVE A 20% ALL IN TAX RATE, 17% OF WHICH IS STATE

DRIVEN.

THAT'S 10% ON THE MARIJUANA SALES TAX, THEN OUR 3% LOCAL OPTION.

>> IT'S FUNNY.

COUNCILOR BAKER HAD A HEARING EARLIER TODAY.

I HAVE SEVERAL MEDICINAL DISPENSARIES THAT HAVE BEEN WORKING AT A QUICKER PACE, BUT OBVIOUSLY THIS IS COMING.

THE STATE LEGISLATURE IS LOOKING TO HAVE THEIR FINAL RESULT.

HAS THE CITY BEGUN SORT OF



CREATING ZONING REGULATIONS OR  
AT LEAST AN OVERVIEW FOR  
RECREATIONAL?

>> I THINK WE'RE DEFINITELY  
WORKING ON IT.

WE DON'T HAVE SORT OF A FINAL  
PRODUCT TO SHARE WITH YOU.  
I THINK THERE WILL BE ADDITIONAL  
SORT OF CONVERSATIONS IN THE  
PUBLIC PURVIEW THAT WILL INFORM  
THAT DECISION.

I THINK WE'RE STILL WAITING ON  
SOME OF THE FINAL REGULATIONS  
FROM THE STATE COMPTROLLER BOARD  
WHICH WILL INFORM OUR DECISION  
IN TERMS OF WHAT WE CAN AND  
CAN'T DO IN ZONING.

>> PEOPLE OFTEN HAVE TO JUMP  
THROUGH HOOPS TO PUT A DORMER ON  
THEIR HOME.

I WOULD HOPE THERE WOULD BE  
SIMILAR PROTECTIONS FOR THIS.  
THIS IS A QUESTION FOR THE  
CHAIRMAN.

UNDER YOUR LEADERSHIP, WE  
ESTABLISHED SOME ZONING  
REGULATIONS THAT YOU COULD NOT  
HAVE MORE THAN ONE FACILITY  
THAT'S MEDICINAL AND  
RECREATIONAL WITHIN A HALF MILE,  
CORRECT?

>> HALF A MILE FOR MEDICINAL  
ONLY, MEANING YOU CAN'T HAVE A  
MEDICINAL WITHIN RECREATIONAL.

>> THAT'S THE LAW?  
THAT EXISTS.

THE REGULATIONS THAT THE CITY  
FINALLY DOES WILL OBVIOUSLY BE  
PART AND PARCEL WITH THAT?

>> YES.

THEN THEY'LL INCLUDE MEDICINAL  
AT SOME POINT.

>> RECREATIONAL.

>> RECREATIONAL.

THANK YOU.

>> FAIR ENOUGH.

WITH THE CCC, HAS THE CITY  
BEEN -- DOES THE CITY HAVE A  
SEAT AT THE TABLE IN TERMS OF  
THAT OUTSIDE OF OUR REPS AND  
SENATORS?

>> THAT'S A GREAT QUESTION.  
THE CCC HAS AN ADVISORY BOARD  
WITH, I THINK, SOMEWHERE BETWEEN

20 TO 30 MEMBERS.

I DON'T KNOW IF THE CITY HAS A DIRECT PERSON SITTING ON THE COUNCIL.

>> THAT WOULD BE HELPFUL IF WE COULD GET THAT.

THAT'S ALL I REALLY HAVE.

I KNOW I'M GETTING MORE INTO THE ZONING AND THIS IS MORE IN TERMS OF THE REVENUE PIECE.

OBVIOUSLY, IF DONE WELL AND DONE RIGHT AND DONE SORT OF SENSITIVELY, THIS COULD OBVIOUSLY ALLOW FOR SIGNIFICANT REVENUE FOR THE CITY, WHICH WE ALL AGREE WE NEED.

ANY IDEA WHAT THE NUMBER WOULD BE IN TERMS -- I GUESS IT IS TOO PREMATURE.

>> RIGHT NOW WE'RE LOOKING AT SOMEWHERE BETWEEN 2 AND 3 MILLION THE FIRST YEAR, BUT IT DEPENDS ON HOW QUICKLY THE CCC GETS UP AND RUNNING, HOW QUICKLY THE RETAILERS GET SITED, HOW QUICKLY THEY CAN GET GROWING AND SELLING.

WE THINK 2 TO 3 MILLION IS REASONABLE.

>> IS THERE ANY CONCERN THAT SORT OF FEDERAL POLICY ON RECREATIONAL MARIJUANA MAY OBVIOUSLY HINDER CHANGES IN MASSACHUSETTS AND OTHER STATES?

>> YEAH, DEFINITELY.

I THINK THAT'S A FEAR.

IF THINGS WERE CHANGED ON THE FEDERAL LEVEL, WE WOULD HAVE TO REACT TO THAT.

WE'D HAVE TO SEE WHAT TYPE OF CHANGE IT WOULD BE AT THE FEDERAL LEVEL.

>> AS I UNDERSTAND TO THAT POINT, AS IT STANDS NOW, AN INDIVIDUAL CAN OBVIOUSLY -- FOR MEDICINAL MARIJUANA -- CAN PAY. THEY CAN PAY WITH CASH OR DEBIT CARD, BUT NOT A CREDIT CARD.

>> YEAH.

I'M NOT AN EXPERT ON SORT OF THE FINANCING OF RETAIL SIDE OF THAT, BUT RETAILERS AND GROWERS DO STRUGGLE WITH THE BANKING ASPECTS OF IT.

IN DENVER, THERE'S A NICHE  
BANKING MARKET THAT HAS GROWN  
OUT OF THAT.  
BUT I THINK IT WILL BE  
DETERMINED HOW THIS WILL EXACTLY  
ALLOW -- I THINK WE'RE ALL  
LEARNING AT THE SAME TIME.  
>> THANK YOU, JUSTIN.  
>> THANK YOU, COUNCILLOR.  
JUSTIN, STAY WITH US A LITTLE  
LONGER.  
I SEE JIM.  
THEY PLAY KEY ROLES IN THE  
CAMPAIGN BACK IN 2016.  
WHETHER OR NOT THEY HAVE  
SPECIFIC QUESTIONS, THEY MAY  
WANT TO COME DOWN.  
I SEE JIM AND WILL.  
YOU'RE WELCOME TO JOIN US.  
GOOD MORNING, GENTLEMEN.  
IF YOU CAN JUST STATE YOUR NAME  
AND ANY AFFILIATION YOU HAVE FOR  
THE RECORD, THEN YOU CAN ASK US  
ANY QUESTIONS OR COMMENTS ON THE  
TASK.  
>> APPRECIATE THAT, COUNCILOR  
FLAHERTY.  
THANK YOU, CHAIRMAN, FOR THE  
OPPORTUNITY TO ADDRESS YOU.  
THANK YOU TO THE REST OF THE  
COUNCILLORS FOR THE OPPORTUNITY  
TO DO THAT ALSO.  
I DON'T HAVE ANY QUESTIONS FOR  
THE REVENUE DEPARTMENT.  
I DON'T HAVE ANY PREPARED  
REMARKS.  
I JUST WANT TO ADDRESS A COUPLE  
OF THINGS THAT HAVE COME UP  
DURING THE TESTIMONY --  
>> STATE YOUR NAME.  
>> MY NAME IS WILL.  
I'M THE POLITICAL DIRECTOR OF  
THE MARIJUANA POLICY PROJECT AND  
A RESIDENT OF AUSTIN.  
I WANTED TO TALK A LITTLE BIT  
ABOUT THE LOCAL HOST AGREEMENTS.  
THOSE WILL BE NEGOTIATED WITH  
EACH OF THE RETAIL FACILITIES,  
AND THEY ARE -- THE PAYMENT FOR  
THOSE LOCAL HOST AGREEMENTS IS  
TIED TO THE COST OF THAT  
FACILITY IN THAT LOCATION.  
AND IT CAN BE UP TO 3%.  
NOW, I DON'T KNOW EXACTLY HOW

THE CITY OF BOSTON IS GOING TO DETERMINE WHAT EACH FACILITY COSTS IN EACH NEIGHBORHOOD, BUT THAT'S PROBABLY SOMETHING THAT THE REVENUE DEPARTMENT WILL HAVE TO STRUGGLE WITH.

THE OPPORTUNITY TO REAP REVENUE OF UP TO 6%, 3% FOR THE LOCAL HOST AGREEMENT AND 3% FOR THE LOCAL SALES TAX.

THE TAX IS ACTUALLY 20%.

3% LOCAL OPTION, 6.25% FOR THE SALES TAX AS LONG AS THAT IS IN EFFECT, AND 10.75% IS THE EXCISE TAX.

THAT MONEY WILL GO INTO THE MARIJUANA REGULATION FUND, AND THE FUND WILL FUND THE ADMINISTRATION OF THE STATE PROGRAM AND SEVERAL OTHER OPPORTUNITIES, INCLUDING PREVENTION OF FUNDING FOR FOLKS WHO USE THE STRATEGIC PREVENTION FUND FRAMEWORK -- PARDON ME, THE STRATEGIC PREVENTION FRAMEWORK FOR COST OF TRAINING LOCAL LAW ENFORCEMENT AND FOR COSTS THAT MAY BE INCURRED IN MAKING SURE THAT THERE IS EQUITY IN THE PROGRAM.

SO, ALL OF THOSE THINGS ARE OUTLINED IN CHAPTER 55 OF THE ACTS OF 2017 THAT WILL ALLOW FOR ALL THOSE COSTS TO BE ADMINISTERED BY THE CANNABIS CONTROL COMMISSION, BUT THERE'S NO FORMULA FOR HOW MUCH WILL GO TO EACH ACTIVITY.

THERE IS A PRIORITY FOR THE ADMINISTRATION OF THE PROGRAM FIRST, OBVIOUSLY, AND THEN THE CANNABIS CONTROL COMMISSION WILL HAVE THE OPPORTUNITY WITH THE DIRECTION OF THE LEGISLATURE TO A PORTION OF THE REST OF THE MONEY FOR THE REST OF THE ACTIVITIES.

COUNCILOR CIOMMO MENTIONED ISSUES WITH REGARD TO HOME GROWING AND EXPLOSIONS IN COLORADO.

THOSE EXPLOSIONS HAPPENED NOT BECAUSE PEOPLE WERE HOME GROWING, BUT BECAUSE THEY WERE

HOME EXTRACTING.  
THERE ARE SEVERAL EXTRACTION  
METHODS, INCLUDING USING  
VOLATILE LIQUIDS.  
SOMETIMES THOSE EXPLOSIONS  
HAPPEN, BUT THE LEGISLATION AND  
THE INITIATIVE BOTH PROHIBITED  
THE USE OF ANY VOLATILE GAS THAT  
HAS A FLASH POINT OF OVER 100  
DEGREES.  
THOSE KINDS OF EXPLOSIONS WILL  
BE PROHIBITED.  
OBVIOUSLY, THAT WOULD BE AN  
ISSUE THAT WOULD BE ADDRESSED BY  
LOCAL POLICE.  
>> SO, FROM THE 3% SALES TAX,  
THAT'S REVENUE THAT WE GENERATE  
THAT WILL GO RIGHT TO THE LOCAL

MUNICIPALITY.  
IN THIS CASE, BOSTON.  
>> THAT'S RIGHT.  
>> IS IT FAIR TO SAY THAT  
ADDITIONAL RESOURCES POTENTIALLY  
COULD COME TO THE CITY OF BOSTON  
BASED ON THE HOST AGREEMENTS?  
>> ABSOLUTELY.  
AND ADDITIONAL RESOURCES ALSO --  
WELL, NO BECAUSE THE MONEY --  
THE 10.75% THAT GOES INTO THE  
MARIJUANA REGULATION FUND WILL  
BE AVAILABLE TO COMMUNITIES THAT  
USE THE STRATEGIC PREVENTION  
FRAMEWORK.  
AND ALMOST ALL OF THE PREVENTION  
ACTIVITIES THAT GO ON WITH  
REGARD TO ALCOHOL AND DRUGS AND  
TOBACCO PREVENTION, PARTICULARLY  
AROUND YOUTH, ALMOST EVERY  
COMMUNITY USES THAT STRATEGIC  
PREVENTION FRAMEWORK.  
IT'S THE FRAMEWORK THAT'S  
RECOMMENDED BY THE SUBSTANCE  
ABUSE ADMINISTRATION OF THE  
STATE.  
AND SO, THOSE MONIES WILL BE  
AVAILABLE TO LOCALITIES THAT USE  
THAT.  
>> GREAT.  
MORNING, JIM.  
>> I'M JIM.  
I JUST WANTED TO ADD A LOCAL  
HOST AGREEMENT UNDER CHAPTER 55,  
NOTHING SAYS YOU ISN'T

RENEGOTIATE THAT HOST AGREEMENT  
AFTER FIVE YEARS.  
IT ENDS AFTER FIVE YEARS, BUT  
AGAIN YOU CAN RENEGOTIATE IT.  
IT IS JUST A TERM.  
>> INTERESTING.  
ANY QUESTIONS FROM MY COLLEAGUES  
FOR WILL OR JIM AT THIS TIME?  
>> THANK YOU.  
I WASN'T AWARE OF THAT, JIM.  
IF ACME MARIJUANA SHOP OPENS UP  
AND THE HOST AGREEMENT LAPSES,  
WHAT IS THE LEVERAGE?  
DOES IT GO BACK TOWARD THE LOCAL  
GOVERNING BOARD?  
>> IT WILL GO BACK TO WHOEVER  
NEGOTIATED THE FIRST AGREEMENT  
OR HOWEVER THAT MAY ALTER.  
WHOEVER IS IN CHARGE OF  
NEGOTIATING AGREEMENTS, THEY  
WOULD THEN RENEGOTIATE THE  
AGREEMENT.  
>> IF THEY DIDN'T, IT WOULD JUST  
LAPSE.  
>> YEAH.  
>> THE OVERSIGHT WOULD REMAIN  
WITH THE CITY.  
>> CORRECT.  
THAT'S HOW IT IS IN THE  
LEGISLATION.  
>> THAT'S HELPFUL.  
>> THE STRATEGIC PREVENTION, IS  
THAT VOLUNTARY?  
THE HOST COMMUNITY HAS TO SAY I  
WANT TO GET INTO THE STRATEGIC  
PREVENTION STREAM.  
IF SO, THESE ARE THE BENEFITS.  
IF A COMMUNITY DOESN'T WANT TO  
BE PART OF THE STRATEGIC  
PREVENTION, IS THAT EVEN  
OPTIONAL?  
>> MOST ALL OF THE PREVENTION  
EFFORTS THAT HAVE -- THAT ARE  
ACTIVE NOW IN CITIES AND TOWNS  
ACROSS MASSACHUSETTS, MOST ALL  
OF THEM USE THE STRATEGIC  
PREVENTION FRAMEWORK.  
I WOULD BE SURPRISED IF THE  
PREVENTION EFFORTS HERE IN THE  
CITY OF BOSTON DON'T USE THAT  
STRATEGIC PREVENTION FRAMEWORK.  
TO THE EXTENT THAT THOSE FUNDS  
ARE AVAILABLE, THEY WOULD BE  
GRANT FUNDING UP TO THOSE

ORGANIZATIONS THAT PROVIDE  
PREVENTION EDUCATION.

>> GREAT.

>> ONE OTHER THING I JUST WANTED  
TO MAKE SURE EVERYONE KNEW.  
MOST LARGE CITIES AND TOWNS, SAN  
FRANCISCO, LOS ANGELES,  
PORTLAND, WHEN MARIJUANA BECAME  
LEGAL THERE, COLORADO AND WHEN  
MARIJUANA BECAME LEGAL THERE,  
HAVE BEEN DEVELOPING LOCAL  
OFFICES OF MARIJUANA POLICY.  
FOR INSTANCE, THE CITY OF SAN  
FRANCISCO JUST APPROVED -- AND  
THEY'RE GOING ONLINE WITH ADULT  
USE RETAIL JANUARY 1st OF NEXT  
YEAR.

THEY HAVE JUST SIGNED OFF ON --  
THE CITY OF SAN FRANCISCO HAS  
JUST SIGNED OFF ON THE LOCAL  
REGULATIONS THROUGH THE OFFICE  
OF MARIJUANA POLICY AND THE  
MAYOR.

THAT IS ALWAYS A POSSIBILITY FOR  
THE CITY OF BOSTON TO DO ALSO.

>> THANK YOU.

WE HAVE RECREATIONAL MARIJUANA  
REPRESENTATIVES.

YOU HAVE HEARD THE TESTIMONY  
FROM THE ADMINISTRATION AND THE  
LEAGUE SPONSORS.

DO YOU HAVE ANY COMMENTS ON THIS  
IDEA?

AND WE CAN ASK YOU GUYS SOME  
QUESTIONS.

>> GOOD MORNING, MR. CHAIRMAN,  
MEMBERS OF THE COUNCIL.

MY NAME IS MIKE ROSS.

I'M AN ATTORNEY.

I HAVE AND DO REPRESENT SEVERAL

COMPANIES, PRESENTLY MEDICAL  
MARIJUANA.

I HAVE THE PRIVILEGE OF WORKING  
THROUGH FOUR APPLICATIONS IN  
BOSTON ALONE.

JUST RECENTLY, WE WERE WORKING  
ON ONE OF THOSE IN THE  
DORCHESTER PROPOSAL.

AS A MATTER OF FACT, ONE OF MY  
CLIENTS IS IN THE AUDIENCE HERE,  
WHO IS SEEKING TO OPEN IN THE  
BACK BAY AND WAS RECENTLY  
APPROVED AT THE ZONING BOARD OF

APPEAL.

AS AN ATTORNEY WORKING IN THIS SPACE, I'M A REAL ESTATE ATTORNEY.

I DO OTHER WORK OTHER THAN CANNABIS INDUSTRY, REGULATION PERMITTING AND THAT TYPE OF WORK, BUT MORE AND MORE THIS SEEMS TO BE A GROWING AREA. I HAVE REACHED OUT TO MY CLIENTS.

AS A PRACTITIONER IN THIS SPACE, I WOULD LIKE TO PUT MY FULL SUPPORT BEHIND THIS INITIATIVE. I THINK IT'S RESPONSIBLE, AND I THINK IT WARRANTS THE APPROVAL OF THIS BODY, IF I MAY SAY SO. I THINK IT IS VERY TELLING OF THIS INDUSTRY THE FACT I WOULD THINK ALMOST ALL THE PEOPLE WITHIN THIS INDUSTRY WANTING TO SUPPORT A TAX ON THEIR INDUSTRY GOES THE SHOW YOU THE TYPE OF PEOPLE THAT ARE AFFILIATED WITH THIS INDUSTRY.

I DON'T THINK EVERYONE'S GOING TO AGREE, BUT I WOULD SAY THE MAJORITY OF THIS INDUSTRY WOULD BE IN SUPPORT OF THIS TYPE OF PROPOSAL.

I WANTED TO SPEAK IN SUPPORT OF IT TODAY.

>> THANK YOU.

SOME COMMENTS?

>> FOR SURE.

>> THANK YOU, CHAIRMAN.

THANK YOU, FELLOW COUNCILLORS. MAYFLOWER MEDICINAL WAS APPROVED LAST YEAR, I BELIEVE, FOR A SITE.

I'M HERE ON BEHALF OF JOHN HENDERSON, THE CEO, TO READ HIS COMMENTS ON THE TAX MATTER. MY NAME IS JOHN HENDERSON, AND I'M THE CHIEF EXECUTIVE OFFICER OF MAYFLOWER MEDICINAL. MAYFLOWER HAS RECEIVED APPROVAL TO OPERATE A RECREATIONAL MARIJUANA DISPENSARY. ON BEHALF OF MAYFLOWER MEDICINAL, I'M IN SUPPORT OF DOCKET 1425 TO IMPOSE A LOCAL SALES TAX OF 3% UPON THE SALE OF TRANSFER OR MARIJUANA OR



MARIJUANA PRODUCTS AT A RECREATIONAL RETAILER. BOSTON WILL COLLECT SIGNIFICANT TAX REVENUES THAT WILL IMPROVE THE LIVES OF BOSTONIANS. MAYFLOWER LOOKS FORWARD TO WORKING COLLABORATIVELY WITH THE CITY TO DEVELOP THOUGHTFUL, RESPONSIBLE REGULATIONS SURROUNDING THE ADULT USE OF CANNABIS IN THE CITY OF BOSTON. ONE ADDITIONAL COMMENT. THE COMPARISON TO COLORADO IS GREAT.

I THINK IT IS WORTH NOTING THERE ARE OVER 300.

I THINK WILL AND JIM CAN PROBABLY NOTE THE EXACT AMOUNT. THERE ARE OVER 300 DISPENSARIES IN COLORADO.

THE COST TO ENFORCE AND INSPECT AND ALL THE THINGS YOU DO AS A GOVERNMENT BODY MAY BE QUITE SIGNIFICANTLY MORE THAN YOU'RE GOING TO SEE IN BOSTON WITH THE FLAHERTY RULE BEING IN PLACE WITH THE HALF MILE RULE.

THAT'S WHAT WE IN THE INDUSTRY REFER TO IT AS, THE FLAHERTY RULE.

I CAN'T SEE THERE BEING MORE THAN 15, 25.

WE CAN NEGOTIATE THIS NOW, BUT I DO BELIEVE IT IS IMPORTANT TO NOTE THAT I THINK COSTS -- FRANKLY, YOU HAVE ONE OPERATING RIGHT NOW.

WHAT HAS BEEN THE COST SO FAR TO OPERATE OR TO ENFORCE, INSPECT, AND OVERALL MANAGE THAT?

I DON'T THINK THERE'S BEEN MUCH MORE THAN THE AVERAGE BUSINESS ANYWHERE.

I WOULD BE REMISS IN NOT SAYING THAT'S A DATA POINT TO COMPARE. >> VERY GOOD.

THE FLAHERTY RULE COME WITH GUMMY BEARS OR BROWNIES OR ANYTHING?

I APPRECIATE YOUR TIME AND ATTENTION TO BE HERE TO TESTIFY. IF THERE ARE ANY FOLKS HERE THAT WISH TO OFFER PUBLIC TESTIMONY, YOU MAY DO SO NOW.

>> I HAVE TWO OTHER COMMENTS.  
FIRST OF ALL, WE CERTAINLY  
SUPPORT A TAX ON RETAIL  
MARIJUANA.

THE INITIATIVE HAD A TAX OF 2%.  
THE LEGISLATURE IN THEIR WISDOM  
INCREASED IT TO 3%.  
WE ACTUALLY THOUGHT IT MADE MORE  
SENSE TO ALLOW LOCAL OPTION FOR  
MORE THAN 3%, BUT THAT WAS THE  
LEGISLATURE'S CALL.

>> YOU'RE SAYING INITIALLY WHEN  
YOU STARTED OFF ON YOUR  
CAMPAIGN, YOU SORT OF FORECASTED  
A 2% AND THE LEGISLATURE SORT OF  
ACCEPTED THAT AND THEN BUMPED IT  
UP A LITTLE BIT MORE?

>> SURE.

>> FROM THE GET-GO, YOU WERE  
SUPPORTIVE OF THIS.

>> CERTAINLY SUPPORTIVE OF A  
LOCAL TAX.

SECONDLY, I WANTED TO ADDRESS  
COUNCILOR BAKER'S COMMENT ABOUT  
POLICE ENFORCEMENT.

THERE ARE SOME SMALL STUDIES  
THAT INDICATE THAT SECURITY  
AROUND RETAIL MARIJUANA  
ESTABLISHMENTS IS SO STRICT AND  
SO STRONG THAT THE CRIME RATE  
AROUND THOSE LOCALITIES GOES  
DOWN BECAUSE THERE ARE CAMERAS  
AND THERE ARE SECURITY OFFICERS  
AND PERHAPS EVEN POLICE OFFICERS  
ON DETAIL AT THOSE LOCATIONS.  
THE CRIME RATE ACTUALLY GOES  
DOWN IN THOSE AREAS WHERE ADULT  
USE RETAIL ESTABLISHMENTS ARE  
LOCATED.

>> I WAS LOOKING TO SEE IF I  
COULD PRY OUT OF JUSTIN WHAT THE  
POLICE ARE GOING TO BE ASKING  
FOR, IF THEY HAVE ANY  
PROJECTIONS ON THAT BECAUSE I  
TEND TO AGREE WITH YOU.  
DAN, HE'S GOING TO BE DOING  
SECURITY AT THE PROPOSED PLACE  
IN DORCHESTER.

I CAN SEE THAT IMPROVING THE  
QUALITY OF LIFE AROUND THERE IF  
WE HAVE PEOPLE LIKE THAT.

THANK YOU.

>> I KNOW THAT THE FACILITY THAT  
WAS JUST APPROVED IN THE BACK

BAY BY THE ZONING BOARD OF APPEALS, THEY'VE INDICATED THEY'RE GOING TO HAVE A POLICE DETAIL THAT IS ON THE COMMONWEALTH MALL JUST TO MAKE SURE THAT THERE AREN'T PEOPLE LOITERING THERE, EVEN THOUGH IT IS A FEW BLOCKS FROM THEIR LOCATION.

>> VERY GOOD.

WELL, THAT WILL CONCLUDE THE HEARING ON DOCKET 1425, SO JUSTIN, THANK YOU FOR YOUR TIME AND ATTENTION AND YOUR PROFESSIONAL INPUT.

GOOD TO SEE OLD FRIENDS IN THIS PANEL AS WELL AS COUNCILOR ROSS. WE'LL HAVE A COMMITTEE REPORT TURNED AROUND PRETTY QUICKLY. LAST FORMAL SESSION WILL BE WEDNESDAY.

I EXPECT WORKING WITH THE ADMINISTRATION WE'LL HAVE SOMETHING BEFORE THE COUNCIL FOR A VOTE ON THIS COMING WEDNESDAY. WITH THAT, DOCKET 1425 AUTHORIZING CHAPTER 63 4N, A LOCAL TAX OF UP TO 3%. WE ARE ADJOURNED. THANK YOU.