



Michael Dundas  
Chief Executive Officer  
Sage Cannabis, Inc.  
13 Commercial Way  
Milford, MA 01757

Ms. Kate Fitzpatrick  
Town Manager  
Needham Town Hall  
1471 Highland Avenue  
Needham, MA 02492

February 22, 2016

Dear Town Manager Fitzpatrick:

I am writing pursuant to the Needham Board of Selectmen Policy on Registered Marijuana Dispensary Applications (Policy Number BOS-ADMIN-004), to inform you of Sage Cannabis, Inc.'s (formerly Milford Medicinals, Inc.) intent to site a Registered Marijuana Dispensary (RMD) in the Town of Needham. Sage Cannabis, Inc. has been invited by the Massachusetts Department of Public Health (DPH) to submit a Siting Profile as part of its application for registration as a RMD. Please find the following documents attached hereto:

- (1) EXHIBIT A: Sage Cannabis Inc. completed Siting Profile;
- (2) EXHIBIT B: Letter of intent to lease the properties at 29-37 Franklin Street, Needham MA 02494, for use as an Off-Site Medical Marijuana Dispensary;
- (3) EXHIBIT C: Executed lease for 13 Commercial Way, Milford MA 01757 for use as our cultivation and processing facility;
- (4) EXHIBIT D: Letter of non-opposition from the Board of Selectmen in Milford;
- (5) EXHIBIT E: Preliminary Floor Plan;
- (6) EXHIBIT F: Summary Operations Plan;
- (7) EXHIBIT G: Summary Security Plan;
- (8) EXHIBIT H: Summary Delivery Plan.

As you know, Sage Cannabis is already licensed by the DPH to cultivate and dispense marijuana medicine in Milford. All marijuana sold from a potential Needham dispensary would be cultivated and pre-packaged at the Milford facility. We expect to complete construction of our Milford facility in April, and to begin plant propagation in May. I invite you and the Board and/or town staff to visit Milford to take a tour of our facility at your convenience, to witness first hand the standards of quality we are implementing in our operations.

We have taken great care in selecting 29-37 Franklin Street as our proposed dispensary location. The 29-37 Franklin Street location accomplishes multiple important policy goals, including tasteful and inconspicuous access, parking and traffic accommodation, and a drive-in

garage to facilitate a safe and secure delivery program. RMD's are new to the Commonwealth, and are not accessible to the general public. 29-37 Franklin Street is situated in a discreet yet accessible location in the Mixed Use-128 zoning district.

### **Site Plan and Traffic Study**

A site plan and traffic study will be filed with the Planning Board during the special permitting process. The site will have ample parking and the proposed operation will not have an adverse impact on traffic flow in the area or on-site.

### **Floor Plan and Operations Plan**

Our preliminary floor plan (attached as EXHIBIT E) accommodates all of the dispensary best practices we have utilized at our Milford dispensary facility, including: (1) an entry and exit "trap" to prevent unauthorized ingress and egress from the facility; (2) a reception/waiting area where patients may obtain educational and other information about the dispensary; (3) a dispensing area; (4) a fulfillment/packaged products area that is separate and secure from the dispensing area, where medicine is packaged in childproof exit bags; and (5) a security station where the facility is monitored by a security agent during all hours of operation. These functions are briefly described in the summary of our dispensary operations plan (attached as EXHIBIT F). The building at 37 Franklin Street will be used primarily as a storage and staging area for office and administrative functions.

### **Security Plan**

We have also included a summary security plan (attached as EXHIBIT G). Security is of paramount importance to all stakeholders in the medical marijuana industry, including the DPH, the Town of Needham, the neighborhood, patients, and of course, Sage Cannabis. We employ a "defense-in-depth" (multi-layered) approach to security, adapted to our particular use. We are attempting to balance the need for high security, while maintaining an inviting and compassionate environment for patients with debilitating medical conditions. We accomplish this by incorporating a number of sophisticated technology and human resource tools into our security plan. Should we be selected to operate in Needham, we will work closely with the Police Department and other public health and safety officials to ensure safe and secure operations of our facility.

### **Delivery Plan**

The town has expressed interest in a medical marijuana delivery program for Needham residents. We have included a summary delivery plan (attached as EXHIBIT H). As you may know, the DPH has promulgated two primary documents related to transportation of marijuana medicine. The first is an implementing regulation for the Act for the Humanitarian Medical Use of Marijuana found at 105 CMR 725.110(E) entitled "Registered Marijuana Dispensary Transportation of Marijuana and MIPs"; and the second is sub-regulatory guidance

issued by DPH on September 2, 2015 entitled "Guidance for Registered Marijuana Dispensaries Regarding Transportation of Marijuana." These documents articulate baseline regulatory requirements for the security, vehicle adequacy, communications, and documentation of an RMD delivery program. The Sage delivery program will exceed these requirements. Notably, the 29-37 Franklin Street location includes a drive-in garage where a delivery vehicle can be enclosed on site for loading and unloading in a secure and controlled environment. This is a critical component of any delivery plan.

### **Community Benefit Agreement**

The Town of Needham has expressed interest in entering a Community Benefit Agreement with any RMD that will be sited in Needham. Sage Cannabis looks forward to engaging the Town Manager to negotiate terms for such an agreement.

On behalf of Sage Cannabis, Inc., I thank you for the opportunity to submit these application materials to the Town of Needham, and respectfully request that the Board of Selectmen issue a letter of support or non-opposition to Sage Cannabis, Inc. in the form described on page 6 of the Siting Profile.

I reiterate my invitation to you, the Board of Selectmen, and/or town staff to tour our Milford facility at your convenience. I look forward to addressing any additional questions or concerns you may have. Please feel free to reach out to me at any time.

All the best,

A handwritten signature in black ink, appearing to read "Michael Dundas", with a long horizontal line extending to the right.

Michael Dundas  
Chief Executive Officer  
Sage Cannabis, Inc.