



TRICHOME HEALTH

Presentation to the Town of Westminster Board
of Selectmen for a Proposed Registered
Marijuana Dispensary

August 7, 2017

Who We Are

- ◆ Trichome Health Corp. (“Trichome”), a Massachusetts non-profit corporation formed in August 2016, is committed to providing consistent, high quality medicine to registered, qualifying patients and their caregivers in a secure and welcoming environment.
- ◆ Trichome will offer a wide variety of products and services to meet the unique needs of patients suffering from debilitating medical conditions such as Cancer, Alzheimer’s Disease, and Parkinson’s Disease.
- ◆ Trichome will ensure that patients have access to specialized strains of marijuana (including high CBD marijuana which has little to no psychoactive properties), as well as a variety of Marijuana Infused Products (MIPs) in accordance with 105 CMR 725.000 et seq.
- ◆ The DPH has thoroughly background-checked Trichome’s executive management team, which has a diverse set of talents to operate a successful RMD in the Commonwealth. The Team’s combined experience includes starting and operating businesses, consulting Fortune 100 pharmaceutical companies, providing financial services, and cultivating and processing marijuana.



Alexander Mazin

Director, President and Chief Executive Officer

Alex has over 8 years of strategic management consulting experience in the life sciences industry for a top-tier consulting firm and Fortune 100 company. His clients include Pfizer, Merck, Bristol-Myer Squibb, Celgene and Johnson & Johnson. While in this role, Alex focused on emerging markets & technologies, in addition to drug and vaccine policy strategy, in North America (US & Canada) and Europe (Germany, Italy, Spain, France and England). He has extensive experience with the healthcare landscape in the US, working closely with government agencies, physicians, patients, and policy makers.

In addition to his corporate experience, Alex has over 5 years of experience in an ancillary marijuana business. He is the founder of Lifegrabber LLC, one of the largest silicone accessory companies in the vaporizer device industry. Products are sold across all 50 states in the US, Canada and Europe under the brand name VaprCase.

Alex is also a member of the National Cannabis Industry Association (NCIA) and believes the marijuana industry will positively impact patients and local economies and help to fix the failed war on drugs.

Alex was raised in Worcester, MA and is a graduate of Babson College with a Bachelor of Science (B.S.) in Entrepreneurship and Strategic Management.



Patrick Clarke

Director and Chief Financial Officer

Patrick began his career in private wealth management for Bank of NY Mellon. He later transitioned his career to investment management by joining a notable boutique fixed-income firm based in Boston called IR+M, where he was responsible for delivering weekly and monthly economic commentary to over 10,000 clients. In 2013, Patrick received the Chartered Financial Analyst (CFA) designation.

Patrick is also a Massachusetts real estate investor and currently owns rental and commercial property on Cape Cod.

In 2013, Patrick founded his own business called Cape Clasp (www.capeclasp.com). Cape Clasp is a product accessory and jewelry company that donates 15% of its net proceeds to local Massachusetts based non-profit organizations.

Over the past four years, Cape Clasp has donated over \$20,000 to partnering organizations and has been featured in numerous media publications and guest appearances on local Massachusetts radio stations. Since its inception, Cape Clasp has successfully built a strong social media following with over 25,000 daily followers.

Patrick was raised on Cape Cod, MA and a graduate of Babson College with a Bachelor of Science (B.S.) in Finance and Entrepreneurship.



Benjamin Nadolny

Chief Operating Officer and Director of Cultivation

Ben founded Fox Hollow Flora in 2013 with a focus of providing patients with the highest quality medical marijuana. Since its founding, Ben has expanded the business and now supplies over a dozen medical marijuana dispensaries in Oregon. Today, Fox Hollow Flora operates state-of-the-art marijuana cultivation sites totaling over 20,000 sq. ft. around Eugene, OR. Fox Hollow Flora's mission is to create the highest quality marijuana flower while constantly leaning towards ideas of sustainability.

Since 2011, Ben has been a caregiver in the state of Oregon for over 20 patients. He is also the administrative member of the Emerald Trade Alliance and is the chair of the Grower's Caucus of Eugene, OR.

Over the past three years, Ben has received multiple accolades in Oregon for his indoor marijuana cultivation, including first place for indoor flower and best indoor grower.

Prior to his career in the marijuana industry, Ben graduated from the University of Oregon with a B.A. in Music in 2007. His career began as a Sous Chef for King Estate Winery, Oregon's largest and most successful winery. In 2012 Ben took over as Executive Chef of King Estate after building one of the largest local food restaurant inventories in the state of Oregon. While serving as Executive Chef, Ben managed a team of over 100 people day to day.



Kenneth Wolf

Director of Security

Kenneth Wolf has over 30 years combined experience in corporate security, public safety and regulatory compliance. For the past 10 years, he has served as an Auxiliary Police Officer for the Cambridge Police Department, where he was recognized as Auxiliary Police Officer of the Year in 2014.

Ken has also worked as a Security Consultant for large corporate clients such as AstraZeneca, Abbott Labs, Johnson & Johnson, Pfizer, AT&T, and Cartier.

Ken is a state-approved Senior Security Consultant for a RMD cultivation, processing, and dispensary facility in Rockland, MA.

Over his career, Ken has helped successfully launch an opiate addiction clinic in Waltham, MA. He is a member of Law Enforcement Against Prohibition and the Massachusetts Patient Advocacy Alliance. He has also provided his expertise to multiple non-profits organizations, such as Broward County Sheriff's Office and the International Association of Physicians in AIDS Care.

Ken graduated Magna Cum Laude from Brandeis University in 1986.

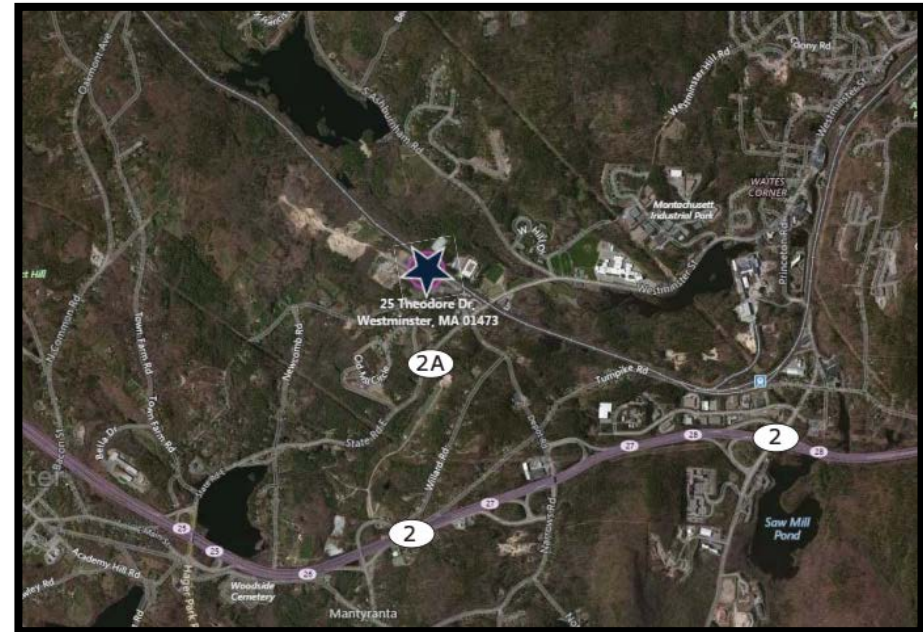
RMD Application Process

- ◆ On September 16, 2016, Trichome submitted Phase 1 of the RMD application process (the *Application of Intent*) to the DPH for three certificates of registration to operate RMDs.
- ◆ On October 5, 2016, Trichome submitted Phase 2 of the RMD application process (the *Management and Operations Profile*) to the DPH.
- ◆ On October 21, 2016, the DPH invited Trichome to submit the third phase of the RMD application process (the *Siting Profile*), which must identify the locations of Trichome's proposed RMD facilities.
- ◆ The *Siting Profile* requires applicants to obtain a Letter of Support or Non-Opposition from the municipality in which the applicant intends to site a RMD.



Proposed RMD Facility in Westminster

- ◆ Trichome proposes to site a co-located Registered Marijuana Dispensary, including cultivation and processing, in the existing, fully developed 30,745 sq. ft. industrial building located at 25 Theodore Drive.
- ◆ In accordance with the Town of Westminster's Zoning By-Law, the proposed property is located in the Industrial I (I-I) Zoning District, which is specifically zoned for RMDs.
- ◆ In compliance with the Westminster Zoning By-Law and the DPH Regulations, this property is also not located within 500 feet of a school, daycare center, or any other facility in which children commonly congregate.



Estimated Water Usage for Cultivation Activities

- ◆ For a 10,000 sq. ft. flowering canopy and associated immature propagation, Trichome estimates that 68,000 gallons of water from the municipal supply will be required each month, for a total annual amount of 816,000 gallons.
- ◆ During the flowering stage, Trichome projects to use 600 gallons of water per 1000 square feet of canopy every other day or 3.5 times/week. Most of that water will be reclaimed using a condensation collection and filtration system. No irrigation will be needed for approximately 14-21 days per harvest cycle during cleaning between harvest rounds.
- ◆ By using Light Emitting Diode (LED) lights, Trichome expects water usage to decrease 15-30% due to decreased evaporation at the soil surface as well as decreased transpiration, compared to cultivation facilities using High Pressure Sodium (HPS) and Light Emitting Ceramic (LEC) light technologies which create more heat.
- ◆ Water usage is also expected to decrease as Trichome updates and creates additional efficiencies in the irrigation systems. Trichome currently intends to employ closed loop, pressure regulated irrigation lines with emitters and valve control at each plant, which will allow the water requirements of every single plant to be satisfied while avoiding runoff that happens with overwatering or inconsistent water flow.

Security

- ◆ Director of Security Ken Wolf has significant experience and expertise providing security for RMDs as well as public safety. Utilizing his professional expertise, Ken will design, implement and monitor a comprehensive security program to ensure that the facility is a safe and secure environment for both employees and the local community.
- ◆ Trichome's state-of-the-art security system will consist of perimeter windows, as well as duress, panic, and holdup alarms connected to local law enforcement for efficient notification and response in the event of a security threat. The system will also include a failure notification system that will immediately alert Trichome's executive management team if a system failure occurs.
- ◆ A redundant alarm system will be installed to ensure that active alarms remain operational if the primary system is compromised.
- ◆ Interior and exterior HD video surveillance of all areas that contain marijuana, entrances, exits, and parking lots will be operational 24/7 and available to the Westminster Police Department. These surveillance cameras will remain operational even in the event of a power outage.

Security

- ◆ The exterior of the building and surrounding area will be sufficiently lit and foliage will be minimized to ensure clear visibility of the area at all times.
- ◆ Only registered patients, caregivers, Trichome's registered RMD agents and other authorized visitors (e.g. contractors, vendors) will be allowed access to the facility, and a visitor log will be maintained in perpetuity.
- ◆ All RMD agents and visitors will be required to visibly display an ID badge, and Trichome will maintain a current list of individuals with access.
- ◆ A minimum number of authorized agents essential for efficient operations will be able to enter Limited Access Areas.
- ◆ There will be frequent cash sweeps throughout the day from the Point-of-Sale stations to the vault, and cash receipts will be secured and deposited by armored service vehicle daily.
- ◆ On-site consumption of marijuana by Trichome employees, patients and caregivers is prohibited.
- ◆ Trichome will have a security guard on-site during business hours.



Medical Marijuana Studies

- ◆ A study conducted by Wayne State University Medical School and published in 2013 found that medical marijuana patients consistently reported using marijuana to substitute or wean off prescription narcotic drugs. All of the interviewed patients reported having reduced their overall prescription drug use by using medical marijuana.¹
- ◆ An American Medical Association study published in 2014 found that states that enacted medical marijuana laws had a 24.8% lower mean annual opioid overdose mortality rate compared with the states without medical marijuana laws.²
- ◆ The University of Colorado and the Institute for the Study of Labor jointly published a 2012 study that analyzed large national data sets of self-reported marijuana use by high school students in the years leading up to and following the enactment of medical marijuana laws. The researching economists concluded their results were not consistent with the hypothesis that the legalization of medical marijuana caused an increase in the use of marijuana and other substances among high school students.³
- ◆ According to the 2015 Healthy Kids Colorado Survey, “youth marijuana use remains relatively unchanged” since the implementation of medical and adult-use marijuana laws. Colorado youth marijuana use is 21.2% versus 21.7% as the national average.⁴
- ◆ According to an article published in *Health Affairs* in 2016, physicians in medical marijuana states prescribe 1,826 fewer doses of painkillers in a given year compared to states without medical marijuana laws.⁵

¹Peters II, David C., Patients and Caregivers Report Using Medical Marijuana to Decrease Prescription Narcotics Use, *Humboldt J. of Soc. Rel.*, Wayne State University School of Medicine (2013).

²Bachhuber MD, Marcus A., Medical Cannabis Laws and Opioid Analgesic Overdose Mortality in the United States, 1999-2010, *J. Amer. Med. Assoc. Internal Medicine* (2014).

³Anderson, D. Mark, Medical Marijuana Laws and Teen Marijuana Use, University of Colorado and The Institute for the Study of Labor (2012).

⁴Healthy Kids Colorado Survey 2015, Colorado Department of Public Health & Environment.

⁵Bradford, Ashley C. and Bradford, W. David, Medical Marijuana Laws Reduce Prescription Medication Use in Medicare Part D, *Health Affairs* (2016)

Benefits to the Town of Westminster

Trichome looks forward to working cooperatively with the Town of Westminster (which approved 2012 Ballot Question 3 legalizing medical marijuana with 61.7% of the vote) to ensure that Trichome operates as a responsible, contributing member of the Westminster community. Trichome anticipates establishing a mutually beneficial relationship with the Town in exchange for permitting Trichome to site and operate a RMD in Westminster. The Town stands to benefit in various ways, including but not limited to the following:

- ◆ **JOBS.** A co-located RMD facility in Westminster will add 25-40 full-time jobs, in addition to hiring qualified, local contractors and vendors.
- ◆ **MONETARY BENEFITS.** A Host Community Agreement with significant monetary donations would provide the Town with additional financial benefits beyond local taxes.
- ◆ **TAXES.** Trichome commits to paying property taxes, despite the potential for federal tax-exempt status in the future.
- ◆ **REGULATION.** Trichome's RMD will help to reduce the need for patients to apply for unregulated "hardship" cultivation registrations.
- ◆ **ACCESS.** Trichome will provide patients in the Commonwealth with access to valuable medication.
- ◆ **CONTROL.** In addition to the DPH, the Westminster Police Department and other municipal departments will have oversight over Trichome's security systems and processes.
- ◆ **RESPONSIBILITY.** Trichome is comprised of experienced professionals who have undergone extensive background checks and DPH scrutiny.
- ◆ **REAL ESTATE.** Real estate investment would lead to development and improvement within the community.

Letter of Support or Non-Opposition

- ◆ Obtaining a Letter of Support or Non-Opposition from the Town of Westminster is the first step in the approval process with the Town of Westminster and just one step in the RMD Application process with the DPH.
- ◆ At the DPH level, Trichome must still:
 - ◆ Submit *Siting Profile* and obtain Provisional Certificate of Registration
 - ◆ Submit Architectural Review and obtain approval
 - ◆ Build out location and pass several DPH inspections
 - ◆ Obtain Final Certificate of Registration
 - ◆ Undergo regular surprise and scheduled inspections by the DPH
- ◆ At the Town of Westminster level:
 - ◆ Host Community Agreement (Board of Selectmen]
 - ◆ Special Permit and Site Plan Approval (Planning Board)
 - ◆ Edible Marijuana Infused Products (MIPs) Production Approval (Board of Health)
 - ◆ Ongoing coordination and oversight from various municipal departments (Police, Fire, Health, etc.)



TRICHOME
HEALTH

Thank you for your time and consideration.
We look forward to answering any of your questions.

Alexander Mazin

Director, President and Chief Executive Officer

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