

# The Green Lady Dispensary, Inc.



Presentation to the Town of Nantucket for a  
Proposed Medical Marijuana Dispensary  
October 4, 2017

# About The Green Lady

- ❖ The Green Lady Dispensary, Inc. (“The Green Lady”), a Massachusetts non-profit corporation, has been approved through the first two stages of the Massachusetts Department of Public Health’s (“DPH”) Registered Marijuana Dispensary (“RMD”) application process. The DPH recently invited The Green Lady to submit the third phase of the application process, the Siting Profile.
- ❖ The Green Lady’s mission is to provide consistent, high quality medicine to registered, qualifying patients and their caregivers in a secure and welcoming environment.
- ❖ The Green Lady 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.
- ❖ The Green Lady 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 will thoroughly background-check The Green Lady’s executive management team, whose experience and capabilities will allow The Green Lady to successfully build and operate a RMD for the benefit of patients on Nantucket.

# The Green Lady Team

**Nicole Campbell** (Chief Operating Officer, Chief Financial Officer, Head of Cultivation, and member of the Board of Directors)

Nicole began her career as the first employee of Growth Products, Ltd., an agricultural chemical company, in 1991, where over the past 26 years she has grown the company into an international supplier of agricultural chemicals and is now Owner and Chief Operating Officer. Nicole is also Owner and Controller at G.P. Solutions, LLC, a related agricultural chemical company. Through her experience at these companies, Nicole has gained significant knowledge regarding cultivation additives, such as fertilizers, micronutrients, organic plant foods, and biological pesticides.

Furthermore, Nicole's experience in managing international permitting and compliant labeling in all 50 states and 35 countries translates directly to the medical cannabis industry and ensures that The Green Lady will maintain a focus on regulatory compliance.

Nicole has received a Masters in Business Administration from Pace University, and she currently lives with her husband, Rupert, and their two daughters in Katonah, New York. Nicole has been a part-time resident of Nantucket since 2012, and she is committed to maintaining strong ties between The Green Lady and Nantucket.



## The Green Lady Team (Continued)

**Rupert Campbell** (Chief Executive Officer, Head of Security, and Member of the Board of Directors)

Rupert began his career in the construction materials industry working for Borden Chemical, where he gained significant experience in manufacturing and processing systems, processes, and equipment. In 1997 Rupert joined Growth Products, Ltd., where he has managed the planning and construction of a fertilizer manufacturing facility with complex liquid reactors and has become the Senior Production Manager. During his time at Growth Products, Rupert has gained expertise in several facets of chemical manufacturing, such as dry augers, packaging systems, and assembly logistics. Rupert has also worked for the Katonah Fire Department since 1993, where he previously served as Captain and Lieutenant, and where he actively participates in the department's governance. During his time with the Katonah Fire Department, Rupert has been trained and certified by the New York State Division of Homeland Security and Emergency Services, New York State Fire Chiefs Association, Firemen's Association of the State of New York, with additional certifications in Hazardous Materials First Responder Operations, Confined Space Rescue, and Emergency Management.

Rupert currently lives with his wife, Nicole, and their two daughters in Katonah, New York. Rupert and his family have been part-time residents of Nantucket since 2012, and Rupert looks forward to helping the patients of Nantucket by providing them with high-quality medicine.



# The Green Lady Team (Continued)

## Corbet Campbell

Corbet Campbell is the Clerk and a member of the Board of Directors of The Green Lady Dispensary. As daughter to The Green Lady Dispensary's CEO and COO, Corbet looks forward to growing this family-run business on Nantucket.

## Clare Reinbergen

Clare Reinbergen is a member of The Green Lady Dispensary's Board of Directors. As founder of Growth Products, Ltd., Clare has become a leader in agronomic formulations. Clare continues to lecture, provide technical training, and consulting in turf science, agriculture, botany, and horticulture.

## Janine Franceschi

Janine Franceschi is a member The Green Lady Dispensary's Board of Directors. Janine is a year-round resident of Nantucket, where she has made home on and off for 14 years.



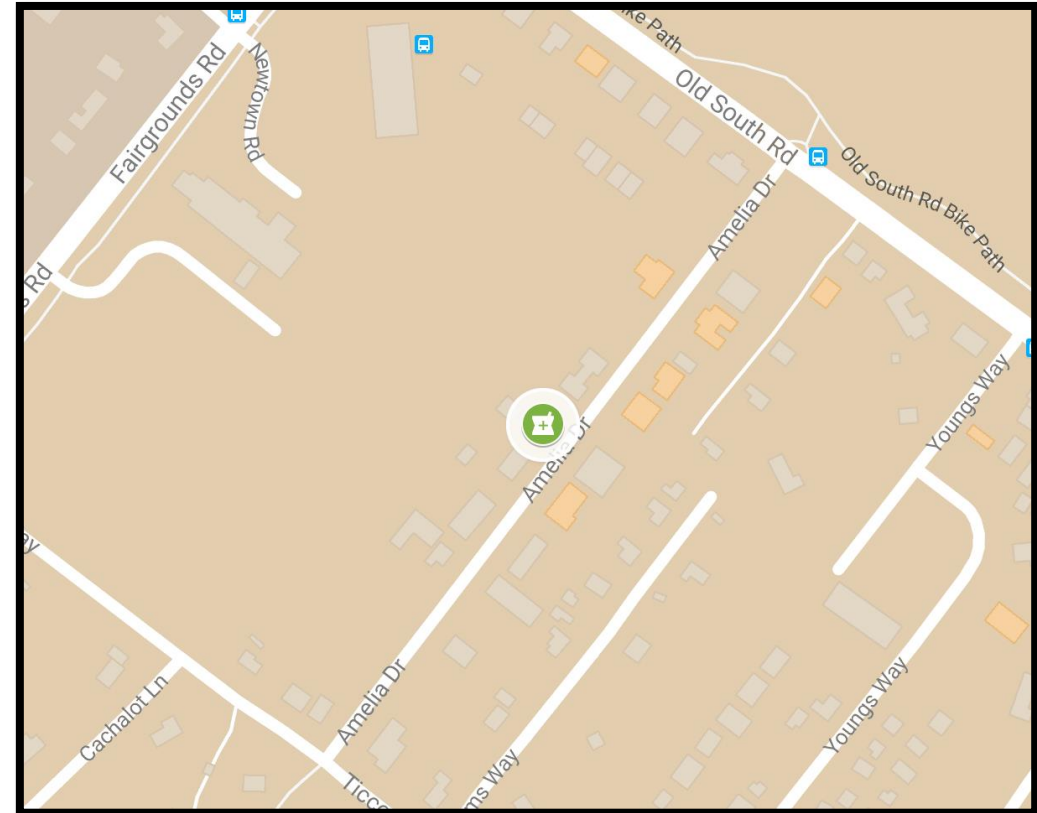
# RMD Application Process

- ❖ On June 13, 2017, The Green Lady submitted Phase 1 of the RMD application process (the *Application of Intent*) to the DPH for one certificate of registration to operate RMDs.
- ❖ On July 7, 2017, The Green Lady was invited to submit Phase 2 of the RMD application process (the *Management and Operations Profile*) to the DPH.
- ❖ On July 21, 2016, The Green Lady submitted its Management and Operations Profile to the DPH.
- ❖ On September 15, 2017, The Green Lady was invited to submit Phase 3 of the RMD application process (the *Siting Profile*).
- ❖ As part of the Siting Profile submission, the DPH requires the The Green Lady to obtain letter of support or non-opposition from the municipality in which it intends to locate its RMD facility.



# The Green Lady's Proposed RMD Facility in Nantucket

- ❖ The Green Lady proposes to site a co-located medical marijuana facility at 11 Amelia Drive, Nantucket, MA.
- ❖ In accordance with the Town of Nantucket's Zoning By-Law, the proposed property is located in the Commercial Neighborhood (CN) Zoning District.
- ❖ This property is also not located within 500 feet of a school, church, daycare or other locations where children commonly congregate.
- ❖ If The Green Lady is fortunate enough to receive a letter of support or non-opposition from the Town of Nantucket, The Green Lady will continue to work with the Town in order to obtain a Special Permit from the Zoning Board of Appeals.
- ❖ Environmentally Friendly Facility – LED lighting, installation of solar panels to offset electric consumption, and utilize collection and recycling of cultivation.
- ❖ First minority and women owned dispensary in the state of Massachusetts. Less than 1% of dispensaries nationwide are owned by African Americans.



The Green Lady's Proposed RMD Location at 11 Amelia Drive



## Security and Compliance

- ❖ Head of Security Rupert Campbell has fourteen years experience working for the Katonah Fire Department in Katonah, NY. Utilizing his expertise, Rupert 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.
- ❖ The Green Lady'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 The Green Lady'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 Nantucket Police Department. These surveillance cameras will remain operational even in the event of a power outage.





## Security and Compliance (Continued)

- ❖ 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 and caregivers, The Green Lady'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 at all times.
- ❖ All RMD agents and visitors will be required to visibly display an ID badge, and The Green Lady 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 within the facility.
- ❖ There will be frequent cash sweeps from the Point-of-Sale stations to the vault, and cash receipts will be regularly deposited by secure transport.
- ❖ On-site consumption of marijuana by employees, patients and caregivers is prohibited.
- ❖ The Green Lady will have a security guard on-site during business hours.

# Patient / Caregiver Experience

- ❖ Registered patients and caregivers must display their DPH Registration cards before entering the outermost door of the facility.
- ❖ Patients then enter a secure, access control vestibule where a dispensary agent will review the DPH Registration card and a government-issued photo ID and verify the patient's registration in real-time in the DPH's online database.
- ❖ After verification, patients are allowed to enter the main dispensary area, where they will be offered a consultation and an opportunity to browse educational materials prior to making any purchases.
- ❖ Employees will take one item out of a secured case at a time to show it to a patient.
- ❖ Patients' DPH Registration cards and IDs are checked again at the dispensary counter before the transaction is completed, and then the patient is required to exit the premises.
- ❖ The Green Lady's security agents will ensure that no patients or caregivers linger on the premises after any lawful activities are completed.



# 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.<sup>1</sup>
- ❖ 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.<sup>2</sup>
- ❖ 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.<sup>3</sup>
- ❖ 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.<sup>4</sup>
- ❖ 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.<sup>5</sup>

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<sup>1</sup>Peters 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).

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

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

<sup>4</sup>Healthy Kids Colorado Survey 2015, Colorado Department of Public Health & Environment.

<sup>5</sup>Bradford, 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 Nantucket

- ❖ **MONETARY BENEFITS.** A Host Community Agreement would provide the Town with 3% of gross revenue generated on the island, including an immediate payment of \$50,000 for improvements to a municipal parking lot.
- ❖ **TAXES.** In addition to payments under a Host Community Agreement, The Green Lady commits to paying property taxes, despite the potential for federal tax-exempt status in the future.
- ❖ **JOBES.** A dispensing facility in Nantucket will add 15-30 full-time year-round jobs with benefits such as health care insurance, in addition to preferential hiring of qualified local contractors and vendors.
- ❖ **REGULATION.** The Green Lady's RMD will help to reduce the need for patients to apply for unregulated "hardship" cultivation registrations.
- ❖ **ACCESS.** The Green Lady will provide patients on Nantucket with access to valuable medication.
- ❖ **COMMUNITY SUPPORT.** The Green Lady staff will work with the Town to hold local educational programs discussing drug abuse prevention and other public health issues.
- ❖ **CONTROL.** In addition to the DPH, Nantucket's Police Department and other municipal departments will have oversight over The Green Lady's security systems and processes.
- ❖ **RESPONSIBILITY.** The Green Lady is comprised of experienced professionals who will undergo extensive background checks and DPH scrutiny.

# Letter of Support or Non-Opposition

- ❖ Obtaining a Letter of Support or Non-Opposition from the Town of Nantucket is the first step in the approval process with the Town of Nantucket and just one step in the RMD application process with the DPH.
- ❖ At the DPH level, The Green Lady must still:
  - Submit a 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 Nantucket level:
  - Host Community Agreement (Board of Selectmen)
  - Special Permit (Planning Board)
  - Ongoing coordination and oversight from various municipal departments (Police, Fire, etc.)



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

**Nicole Campbell**  
914-490-5426  
[ncampbell@growthproducts.com](mailto:ncampbell@growthproducts.com)