

I.N.S.A., INC.
(MCN281268)

BACKGROUND & APPLICATION OF INTENT REVIEW

1. Name of the Marijuana Establishment and its application number:

I.N.S.A., Inc. (MCN281268)

2. Address of the Marijuana Establishment:

122 Pleasant Street, Easthampton, MA 01027

3. Type of license sought (if cultivation, its tier level and outside/inside operation):

Cultivation—Tier 7/Indoor

4. Applicant is a licensee or applicant for other Marijuana Establishment license(s):

Retail (MRN281680)
Product Manufacturing (MPN281426)

5. List of all required individuals and their business roles in the Marijuana Establishment:

Peter Gallagher—Owner/Partner
Patrick Gottschlicht—Owner/Partner
Steve Reilly—Owner/Partner
Mark Zatyryka—Executive
Brian Hammond—Manager
John Jany—Manager
Ian Kelly—Manager

6. List of all required entities and their roles in the Marijuana Establishment:

GPM II, LLC. – Providing capital resources

7. Priority status of applicant:

RMD Priority (RP201833)

8. Location and status of business if it is an RMD:

The RMD is in compliance with the Department of Public Health (DPH).
The RMD business will be co-located with the adult-use business in Easthampton.
The RMD has a Final Certificate of Registration for cultivation, processing and dispensing.

9. Information regarding host community agreement certification:

Host Community Agreement was executed on April 24, 2018; certification provided.

10. Information regarding community outreach meeting:

Community outreach meeting was held on March 30, 2018.
Notice was published at least seven days prior in the Daily Hampshire Gazette.
Applicant certified notice to the municipality and abutters.
Applicant certified compliance with meeting requirements.

11. Any objections regarding compliance with local ordinances and bylaws presented by municipality:

No objections were communicated to the Commission. The Commission received a response from the municipality on July 27, 2018, stating that the applicant was in compliance with all local ordinances and bylaws.

12. Summary of plan to positively impact areas of disproportionate impact:

The applicant plans to do the following:

- a. Provide additional employment opportunities for the residents of Springfield;
- b. Engage with local community groups to educate the public on the responsible consumption of cannabis and the prevention of diversion to individuals under 21;
- c. Provide charitable donations to community groups and contribute employee time to local events.

SUITABILITY REVIEW

13. Concerns arising from background checks on individuals associated with the application:

No.

14. Concerns arising from background checks on entities associated with the application:

No.

15. Applicant's disclosure of any past civil or criminal actions:

There were disclosures, however, none of the disclosures presented suitability issues.

16. Applicant's disclosure of any occupational license issues:

None.

17. Applicant's disclosure of any business interests in other jurisdictions:

None.

18. Status of applicant's compliance with the Department of Revenue and Secretary of the Commonwealth:

March 16, 2018 | Certificate of Good Standing, Secretary of the Commonwealth
March 19, 2018 | Certificate of Good Standing, Department of Revenue
(Letter ID: L0150601472)

MANAGEMENT AND OPERATIONS REVIEW

19. Applicant's proposed timeline to become operational in the adult-use market:

Applicant proposes to be operational within one month from being issued a provisional license.

20. Applicant's proposed hours of operation:

Monday-Sunday: 8:00 am to 5:00 pm

21. Applicant's compliance with submitting summaries of the following plans, policies and procedures:

- a. Security Plan
- b. Prevention of Diversion Plan
- c. Storage of Marijuana Plan
- d. Transportation Plan
- e. Inventory Procedures
- f. Quality Control and Testing Procedures
- g. Personnel Procedures
- h. Dispensing Procedures
- i. Record-Keeping Procedures
- j. Maintenance of Financial Records Policy
- k. Diversity Plan

The applicant is fully compliant with submitting all summaries. All summaries were determined to be substantially compliant with the requirements listed in 935 CMR 500.105 through 935 CMR 500.160 as applicable. Full compliance will be reviewed during inspections and will be required before a final license is issued.

22. Summary of diversity plan:

The applicant's plan outlines its goals and includes the following:

- a. The applicant plans to engage in diversity-oriented outreach for employment purposes specifically by working with agencies that represent minorities;
- b. The applicant plans to employ a Diversity Officer to conduct diversity training for its operation;
- c. The applicant plans to conduct annual analyses to ensure diversity programs are working effectively.

23. Summary of cultivation plan (if applicable)

The applicant provided its summary that systematically explained the various techniques and processes utilized for cultivation throughout the cloning, vegetative, flowering, and harvesting stages.

24. Summary of products to be produced and/or sold (if applicable)

Not applicable.

25. Plan for obtaining marijuana or marijuana products (if applicable)

Not applicable.

RECOMMENDATION

Commission staff recommend issuing a provisional license with the following conditions:

- (1) Final license is subject to certification that applicant remains in compliance with DPH regulations, 105 CMR 725.000;
- (2) Final license is subject to inspection and audit to ascertain compliance with the requirements listed in 935 CMR 500.105 through 935 CMR 500.160 as applicable;
- (3) Final license is subject to inspection and audit to ascertain that its facilities are compliant with all applicable state and local codes, bylaws, ordinances, and regulations;

- (4) The applicant shall cooperate with and provide information to Commission investigators, agents, and employees upon request;
- (5) Provisional license subject to the payment of the appropriate license fee pursuant to 935 CMR 500.005;

This recommendation was based on the applicant's demonstrated compliance with the laws and regulations of the Commonwealth, suitability for licensure, and upon the evaluation of the thoroughness of the applicant's responses to the required criteria.

Commission staff certify that a due diligence review of the application was performed. As of this date, the applicant has demonstrated compliance with the laws and regulations of the Commonwealth and suitability for licensure. Accordingly, the applicant is recommended for provisional licensure with the previously mentioned conditions.