

**I.N.S.A., INC.**  
MRN281892

**BACKGROUND & APPLICATION OF INTENT REVIEW**

1. Name and address of the proposed Marijuana Establishment:

I.N.S.A., Inc.  
462 Highland Ave, Salem, MA 01970

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

Retail

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

Cultivation, Tier 7/Indoor Operation (50,001 to 60,000 sq. ft)  
Product Manufacturer  
Retailer

(All three (3) have a commence operations in Easthampton)

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

Mark Zatyryka—Executive/Officer  
Brian Hammond—Manager  
Mike Evans — Manager  
Peter Gallagher—Owner/Partner  
Patrick Gottschlicht—Owner/Partner  
Steve Reilly—Owner/Partner

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

GPM II, LLC. – Providing Capital Resources

6. Applicant's priority status and information pertaining to co-located operations:

MTC Priority (RP201833)  
MTC has Final Certificate of Registration for dispensing, cultivation and processing.

Provisional License Executive Summary 1



7. The applicant and municipality executed a Host Community Agreement on January 15, 2019.
8. The applicant conducted a community outreach meeting on July 31, 2018 and provided documentation demonstrating compliance with Commission regulations.
9. The Commission received a municipal response from the municipality on April 24, 2019 stating the applicant was in compliance with all local ordinances and bylaws.
10. The applicant proposed the following programs for its Positive Impact Plan:
  - a. Host at least one job fair annually in Lynn;
  - b. Assist in raising charitable donations and contribute employee's time to Lynn based organizations such as Lynn Community Health Center, once per quarter; and
  - c. Utilize vendors and contractors from Lynn for site improvements.

### **SUITABILITY REVIEW**

11. There were no concerns arising from background checks on the individuals or entities associated with the application.
12. There were disclosures of past civil or criminal actions, occupational license issues, or marijuana-related business interests in other jurisdictions. None of the disclosures raised suitability issues.

### **MANAGEMENT AND OPERATIONS REVIEW**

13. The applicant states that it can be operational within three (3) months of receiving its provisional license.
14. The applicant's proposed hours of operation are the following:

Monday – Sunday: 9:00 a.m. – 11:00 p.m.
15. The applicant submitted all applicable and required summaries of plans, policies, and procedures for the operation of the proposed establishment. The summaries were determined to be substantially compliant with the Commission's regulations.
16. The applicant proposed the following programs for its Diversity Plan:



- a. Eliminating bias practices from the hiring of individuals;
- b. Solicit minority, women, and veteran organizations for the purpose of referring candidates for employment;
- c. Provide two (2) career development counseling sessions per year;
- d. Provide at least six (6) mentoring sessions annually; and
- e. Offer at least four (4) career development training programs annually.

17. Summary of cultivation plan (if applicable):

Not applicable.

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

Not applicable.

19. Plan for obtaining marijuana or marijuana products (if applicable):

The applicant is a vertically integrated MTC. The applicant plans to obtain marijuana from its affiliated licenses. If the need arises, it will contract with other licensed establishments for additional product.

20. ISO 17025 Certifying Body and Certificate Number (if applicable):

Not applicable.

## **RECOMMENDATION**

Commission staff recommend provisional licensure with the following conditions:

1. Final license is subject to inspection to ascertain compliance with Commission regulations;
2. Final license is subject to inspection to ascertain compliance with applicable state laws and local codes, ordinances, and bylaws;
3. The applicant shall cooperate with and provide information to Commission staff;
4. Provisional licensure is subject to the payment of the appropriate license fee; and
5. Final license is subject to the applicant submitting a revised Positive Impact Plan that addresses the following: (1) the time frame in which the applicant plans to hire 20% of staff from areas of disproportionate impact, (2) the projection of how many jobs will be created at this location, (3) an alternative plan if not site improvements are needed and no contractors will be hired from disproportionately impacted areas, and (4) provide a letter of support from any entity that will be receiving donations that demonstrates the entity will receive such donations.

The applicant has demonstrated compliance with the laws and regulations of the Commonwealth and suitability for licensure. Therefore, the applicant is recommended for provisional licensure.

