

# Uma Flowers LLC

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MEETING WITH THE BOARD OF SELECTMEN FOR A  
PROPOSED ADULT-USE MARIJUANA ESTABLISHMENT  
TOWN OF PEPPERELL  
DECEMBER 9, 2019

# Who We Are

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Uma Flowers LLC (“Uma Flowers”) is a family owned business committed to dispensing consistent, high-quality, independently-tested, adult-use marijuana and marijuana products in the Commonwealth of Massachusetts.

Uma Flowers will dispense a variety of marijuana strains, extractions, and Marijuana Infused Products (MIPs) in accordance with M.G.L. Ch. 94G and the Cannabis Control Commission’s (CCC) Regulations at 935 CMR 500.000 *et seq.*

Uma Flowers has assembled an experienced team of professionals with a diverse set of talents to operate an adult use marijuana dispensary.

The team’s combined experience includes retail, patient health, public health, and pain management.

# Priyanka Patel, PharmD

## Co-Founder

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- Education

- Northeastern University, Boston, MA (PharmD 2009)

- Work Experience

- Retail Pharmacist for over 10 Years
  - Walgreens & Costco Pharmacy in the Greater Boston Area
  - Duane Reade in New York, NY
  - Walgreens in Ann Arbor, MI
    - Complying with federal and state laws
    - Providing consultations, immunizations and health screenings
    - Community outreach education programs in flu prevention and flu clinics
    - Naloxone use education/dispensing for treatment of opioid overdose
- Small business owner/operator in New England area for over 10 years



# Tejal Patel, MPH

## Co-Founder

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- Education
  - University of Maryland Baltimore County, Baltimore, MD (Biology, 2011)
  - SUNY Downstate Medical Center, Brooklyn, NY (MPH, 2014)
- Work Experience
  - Health Care Analyst, National Committee for Quality Assurance (2015-2019)
    - Researching and developing clinical quality measures to ensure patients receive optimal quality health care
  - American Family Care Urgent Care
    - Franchisee



# Yash Patel, MD, MPH

## Advisor

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- Education
  - MD, Saurashtra University, Gujarat, India
  - Masters in Public Health, Indiana University, Indiana
- Work Experience
  - Internal Medicine Resident, St. Joseph Mercy Hospital, Ann Arbor, MI
  - Cardiology Fellow, Boston VA Health Care/Brigham and Women's Hospital, Boston, MA, and Icahn School of Medicine at Mount Sinai, NY
  - Cardiologist, Atlantic Health System, Morristown Medical Center, Morristown, NJ
  - Small business operator/advisor in New England area since 2014.
  - 8 years of experience taking care of patients addicted to opioids, monitoring their dependency and withdrawals.



# Davis Patel, MD

## Advisor

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- Education
  - Northeastern University, Boston, MA (Biology, 2009)
  - American University of Antigua College of Medicine, Antigua and Barbuda (2015)
- Work Experience
  - Internal Medicine Resident, Lincoln Medical and Mental Health Center, Bronx, NY (2019)
  - Hospitalist, South Shore Hospital, Weymouth, MA (Current)
  - Small business owner/operator since 2009 in the New England area.
  - Massachusetts Hindu community health fair group leader/organizer.
  - Worked with individuals addicted to opioids for 3 years in NY.



# The Proposed Marijuana Establishment Facility

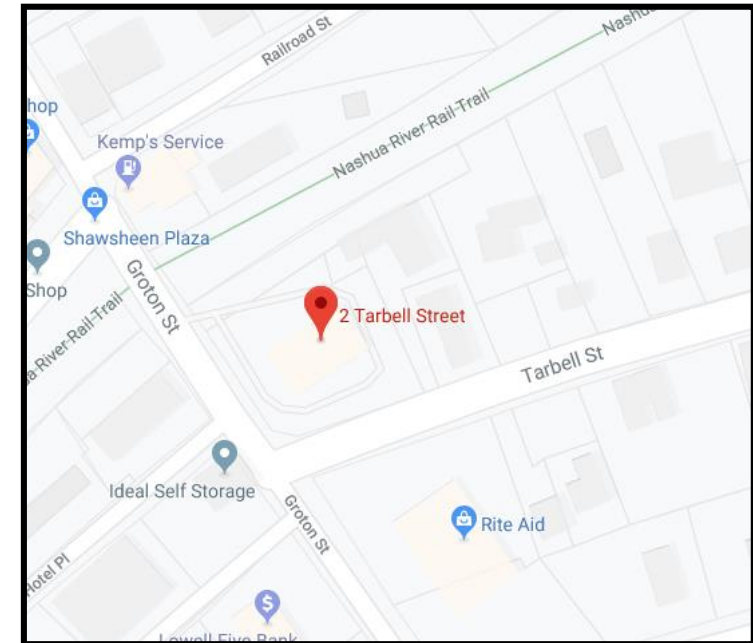
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- Uma Flowers LLC proposes to renovate the existing, 1200 square foot building located at 2 Tarbell Street for use as a Marijuana Retailer Establishment.
- No cultivation or product manufacturing operations will occur at the proposed facility in Pepperell.
- Marijuana and Marijuana Products will be transported to the Retailer Establishment in Pepperell from other licensed Marijuana Establishments in the Commonwealth.
- No on-site consumption will occur at the site.



# Compliance with Zoning and Setback Provisions

- In compliance with Pepperell's Zoning By-law, Uma Flowers' proposed Marijuana Establishment is located in the Commercial Zoning District designated for Marijuana Retailer Establishments.
- In accordance with the Pepperell Zoning By-law, Uma Flowers' proposed Marijuana Retailer Establishment is not located within 300 feet of a pre-existing public or private school providing education in kindergarten or any of grades pre-k through 12, day care center, or any place where children commonly congregate including, but not limited to, facilities in which children gather for a particular purpose in a structured or scheduled manner, or which are dedicated to use by children such as playgrounds, youth service programs, youth sports facilities, dance school and gymnastic schools.





# Parking and Traffic Impact

- Hayes Engineering prepared traffic impact statement
- See the separate document with in-depth analysis
- 47 parking spots located on the site

## Summary of trip – prior use vs. proposed dispensary

Time period	Existing Condition No. of vehicles	Proposed dispensary No. of vehicles	No. of new vehicles
Weekday daily	20	143	+123
Weekday AM peak hour	2	12	+10
Weekday PM peak hour	3	17	+14
Saturday daily	5	205	+200
Saturday peak hour	2	22	+17



# Parking and Traffic Impact

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603 Salem Street  
Wakefield, MA 01880  
Tel: (781) 246-2800  
Fax: (781) 246-7596

## Traffic Impact Statement

Nantucket, MA 02554  
Tel: (508) 228-7909

Refer to File No. PEP-0005

In general....

**The resultant vehicle increase from the proposed use in the peak hour may be as few as 8 vehicles. It is unlikely that this minor increase would have an adverse effect on the prevailing traffic conditions.**

# Compliance with Local Permitting

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- In compliance with Pepperell's Zoning by-law, Uma Flowers will apply for a Special Permit and Site Plan Approval, as applicable, from the Planning Board.
- Uma Flowers will also apply for any other local permits required to operate a Marijuana Retailer Establishment at the proposed location.
- Uma Flowers will also work cooperatively with various municipal departments to ensure that the proposed facility complies with all state and local laws, regulations, rules and codes with respect to construction, design, operation and security.



# Benefits to the town of Pepperell

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Uma Flowers looks forward to working cooperatively with the town of Pepperell (which approved 2016 Ballot Question 4 legalizing adult use marijuana with 54.3% of the vote) to ensure that Uma Flowers operates as a responsible, contributing member of the local community. Uma Flowers intends to positively impact the community in several ways, including but not limited to the following:

**JOBS.** A Marijuana Retailer Facility will add at least 8-10 full-time jobs, in addition to hiring qualified, local contractors and vendors.

**HOST COMMUNITY AGREEMENT.** A Host Community Agreement with significant monetary payments would provide Pepperell with additional financial benefits beyond local property taxes to address any impacts on the community and support local programs, services, or organizations.

**ACCESS TO QUALITY, LEGAL PRODUCT FOR QUALIFIED CONSUMERS.** Uma Flowers will ensure only qualified consumers ages 21 and over are able to purchase consistent, high-quality marijuana and marijuana products that are regulated and tested for cannabinoid content and contaminants. This will help to eliminate the current black market, in which consumers are not required to verify their age and marijuana products are not tested.

**LOCAL SALES TAX REVENUE.** The town of Pepperell can receive additional tax revenue through the adoption of a local sales tax of up to 3% on each retail sale to consumers.

**CONTROL.** In addition to the Commission, the Pepperell Police Department and other municipal departments will have oversight over Uma Flowers security systems and processes.

**RESPONSIBILITY.** Uma Flowers is comprised of experienced professionals who will be thoroughly background checked and scrutinized by the Commission.

**ECONOMIC DEVELOPMENT.** Uma Flowers' renovation of the building will revitalize the area and contribute to the overall economic development of the local community.

# Retail Sales

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Only adult-use consumers 21 years of age or older with a valid, government-issued photo ID will be allowed to enter the dispensary and purchase marijuana.

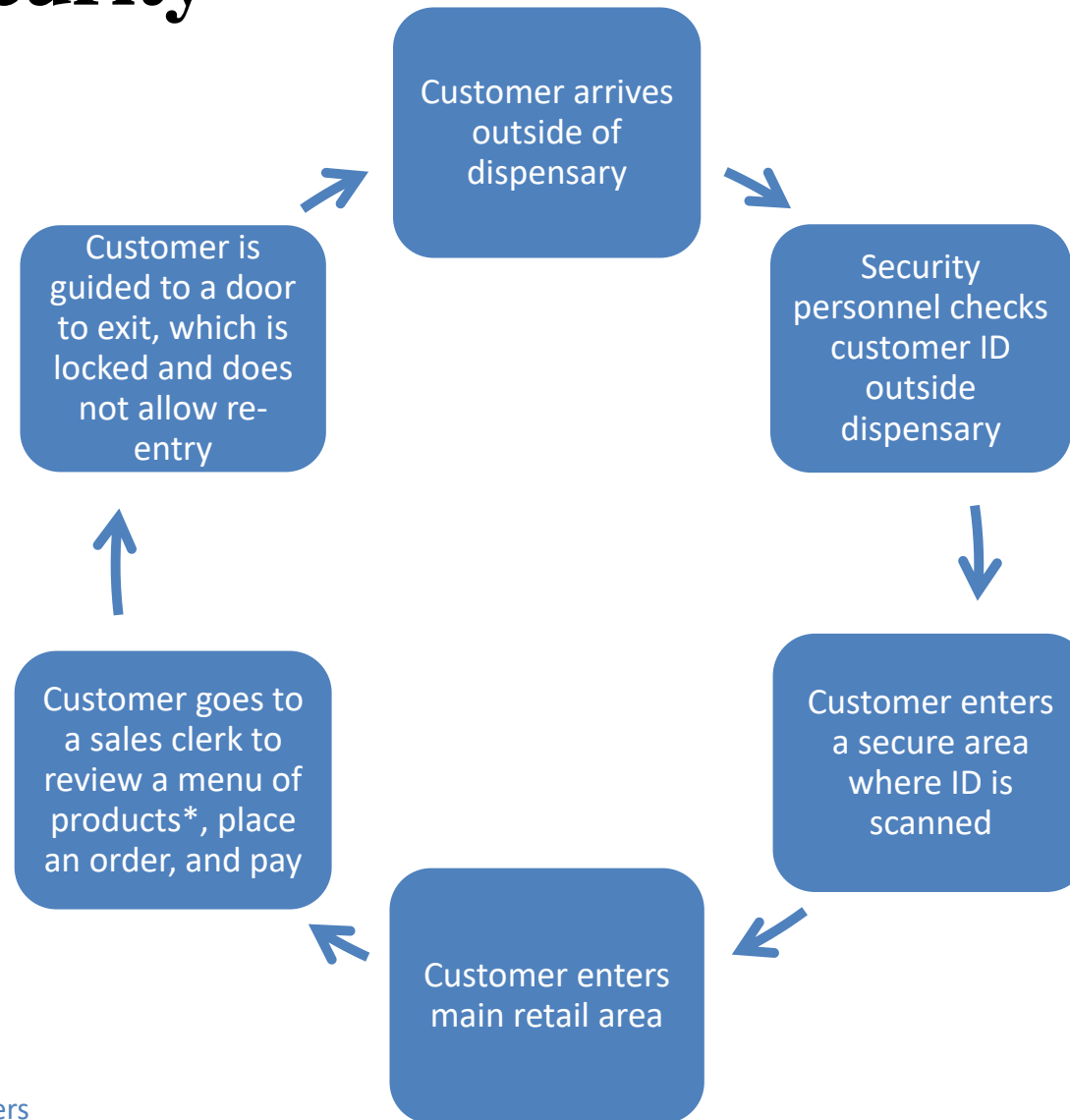
Uma Flowers' marijuana and marijuana products available for sale will be obtained only from other licensed Marijuana Establishments in the Commonwealth and will be tested by a licensed Independent Testing Laboratory for cannabinoid content and contaminants.

Educational materials will be available on a range of topics, which will include side effects, strains and methods of administration, dosage, and substance abuse.

All marijuana and marijuana products will be sold in plain, resealable, and tamper or child-resistant packaging that is labeled in compliance with the Commission's detailed labeling requirements in 935 CMR 500.105(5).

Uma Flowers will not sell more than one (1) ounce of marijuana flower or 5 grams of concentrate to a consumer per transaction, and no marijuana products available for sale will contain nicotine or alcohol.

# High-Level Security



\*All products will be locked behind the cashier tables and not physically accessible to customers

# Security - Detailed

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Uma Flowers will contract with a professional security and alarm company to design, implement, and monitor a comprehensive security plan to ensure that the facility is a safe and secure environment for employees and the local community and compliant with the Commission's strict security requirements set forth in 935 CMR 500.110 .

Uma Flowers' state-of-the-art security system will consist of a perimeter alarm on all exit and entry points and perimeter windows, as well as duress, panic, or hold-up 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 executive management team if a system failure occurs.

A back-up alarm system or alternate safeguards will be installed to ensure continuous operation of the security system.

Interior and exterior HD video surveillance in all areas that contain marijuana, entrances, exits, and parking lots will be operational 24/7 and available to the Pepperell Police Department. These surveillance cameras will remain operational even in the event of a power outage.



# Security - Detailed (Cont.)

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The exterior of the facility and the surrounding area will be sufficiently lit, and foliage will be minimized to ensure clear visibility of the area at all times.

Only Uma Flowers' customers who are at least 21 years of age, registered agents and other lawful visitors (e.g. contractors, vendors) will be authorized to access the facility, and a visitor log will be maintained in perpetuity.

All agents and visitors will be required to visibly display an ID badge, and Uma Flowers will maintain a current list of individuals with access.

On-site consumption of marijuana will be prohibited.

Uma Flowers will have security personnel on-site during business hours.



# Preventing Diversion to Minors

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Uma Flowers' trained dispensary agents will ensure that only consumers 21 years of age or older with a verified and valid, government-issued photo ID will be permitted to enter the dispensary and purchase adult-use marijuana.

In the event Uma Flowers discovers any of its agents intentionally or negligently sold marijuana to an individual under the age of 21, the agent will be immediately terminated and the CCC will be promptly notified.

Uma Flowers will not engage in any marketing, advertising, or branding practices that are targeted to, deemed to appeal to, or portray minors under 21 years of age.

Uma Flowers will not manufacture or sell any edible products that resemble a realistic or fictional human, animal, or fruit, including artistic, caricature, or cartoon renderings.

Any marketing, advertising, and branding materials for public viewing will include a warning stating, **“For use only by adults 21 years of age or older. Keep out of the reach of children.”**

Uma Flowers' website will require all online visitors to verify they are 21 years of age or older prior to accessing the website.

Uma Flowers will not hire any individuals who are under the age of 21 or who have been convicted of distribution of controlled substances to minors.

# Plan to Avoid Creating a Nuisance to the Community

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All litter and waste will be properly disposed of to minimize the development of odor and the potential for attracting pests.

Uma Flowers will not use radios or loud speaker equipment for the advertising of marijuana.

Uma Flowers will not engage in any advertising or marketing practices using public or private vehicles or public transportation venues.

Uma Flowers will comply with all reasonable special permit conditions required by the town of Pepperell and will work diligently and in good faith to address any reasonable nuisance concerns brought to its attention by members of the community.

No marijuana or marijuana products will be clearly visible to a person from the exterior of Uma Flowers' facility or delivery vehicles.

Uma Flowers will not install any neon or illuminated signage that does not comply with local ordinances or is illuminated more than 30 minutes before sundown until closing.

No consumption of marijuana or marijuana products will occur on Uma Flowers' premises by customers, patients, employees, or visitors.

To the extent practicable, Uma Flowers will pre-package its retail products and use carbon filtration or other air ventilation procedures to minimize potential odors.

# Marijuana Studies and Research

- In March 2019, researchers reported the findings of their study in the CATO Institute Research Briefs in Economic Policy. The study, analyzing a data set of over 1.3 billion individual opioid prescriptions, found **consistent evidence that recreational cannabis laws and medical cannabis laws reduce the use of prescription opioids**. These laws “**reduce the amount of annual [morphine milligram equivalents] prescribed by individual providers by 6.9 percent and 6.1 percent, respectively**. Additionally, the researchers found that “**both types of cannabis access laws similarly reduce the total number of days per opioid prescription, the number of patients to whom providers prescribe opioids, and the probability that a provider prescribes any opioids.**”<sup>1</sup>
- In April 2019, the real-estate marketing firm Clever conducted a study to shed some light on how legalizing recreational marijuana impacts home values. Among other findings, **the study concludes that “cities that allow retail dispensaries saw home values increase \$22,888 more than cities where marijuana is illegal from 2014 to 2019 (controlling for population and initial home values). States that legalize recreational cannabis see an immediate bump in home values following legalization, even without retail dispensaries opening up. From 2017 to 2019, cities where recreational marijuana is legal saw home values increase \$6,337 more than cities where marijuana is illegal (controlling for population, initial home values, and GDP).**”<sup>2</sup>
- In March 2018, the results of a study “**indicated that mean property and violent crime rates within 100-foot buffers of tobacco shops and alcohol outlets—but not [medical marijuana dispensaries]—substantially exceeded community-wide mean crime rates and rates around grocery/convenience stores... tobacco shops [were] significantly positively associated with property and violent crimes after controlling for key neighborhood factors (poverty, renters, resident, mobility, ethnic/racial heterogeneity).**”<sup>3</sup>
- A JAMA Pediatrics Study found that, consistent with the results of previous researchers, **there was no evidence that the legalization of medical marijuana encourages marijuana use among youth. In fact, marijuana use among youth may actually decline after recreational legalization; the researchers argued these findings are consistent with the explanation that it is more difficult for teenagers to obtain marijuana as drug dealers are replaced by licensed dispensaries that require proof of age.**<sup>4</sup>
- In September 2018, a meta-analysis of 55 studies by the Current Addiction Journal showed that **adolescent marijuana use does not increase after a state legalizes cannabis**. The researchers also noted that **studies to date do not indicate that the passage of medical marijuana laws increase marijuana use among teenagers during the periods after the passage of those laws.**<sup>5</sup>
- In August 2018, the 2015-17 Healthy Kids Survey result showed that, as compared with the previous 2013-2015 survey, **lifetime marijuana use declined by 4 points in 7th grade and 6 points in 9th and 11th grade**. The survey also showed that **current marijuana use was in decline by 3 to 4 points depending on the grade.**<sup>6</sup>

<sup>1</sup> Lawrence Van Horn, Benjamin McMichael, W. Kip Viscusi, *The Impact of Cannabis Access Laws on Opioid Prescribing*, CATO Institute Research Briefs in Economic Policy (March 27, 2019), <https://www.cato.org/publications/research-briefs-economic-policy/impact-cannabis-access-laws-opioid-prescribing>.

<sup>2</sup> Luke Babich, *How Legalizing Recreational Marijuana Impacts Home Values* (April 2019), <https://listwithclever.com/real-estate-blog/marijuana-housing-market-study/>

<sup>3</sup> Andrew Subica, Jason Douglas, Nancy Kepple, Sandra Villanueva, Cheryl Grills, *The geography of crime and violence surrounding tobacco shops, medical marijuana dispensaries, and off-sale alcohol outlets in a large, urban low-income community of color*, *Preventive Medicine*, Vol. 2018 (March 2018), Pages 8-16, <https://www.sciencedirect.com/science/article/pii/S0091743517305078>.

<sup>4</sup> D. Mark Anderson, PhD, Benjamin Hansen, PhD, and Daniel I. Rees, PhD, *Association of Marijuana Laws with Teen Marijuana Use—New Estimates from the Youth Risk Behavior Surveys*, JAMA Network, July 2019, [https://jamanetwork.com/journals/jamapediatrics/fullarticle/2737637?guestAccessKey=5e4e41eb-ec96-4641-86f9-b5c89cc7cc48&utm\\_source=For\\_The\\_Media&utm\\_medium=referral&utm\\_campaign=ftm\\_links&utm\\_content=tfl&utm\\_term=070819](https://jamanetwork.com/journals/jamapediatrics/fullarticle/2737637?guestAccessKey=5e4e41eb-ec96-4641-86f9-b5c89cc7cc48&utm_source=For_The_Media&utm_medium=referral&utm_campaign=ftm_links&utm_content=tfl&utm_term=070819).

<sup>5</sup> Leung, J., Chiu, C.Y.V., Stjepanović, D. et al. *Curr Addict Rep* (September 2018) 5: 403, <https://doi.org/10.1007/s40429-018-0224-9>.

<sup>6</sup> California Healthy Kids Survey: School Climate, Substance Use, and Well-being Among California Students 2015-2017, CALIFORNIA DEPARTMENT OF EDUCATION (CDE) & THE CALIFORNIA DEPARTMENT OF HEALTH CARE SERVICES (DHCS) (August 2018), [https://data.calschls.org/resources/Biennial\\_State\\_1517.pdf](https://data.calschls.org/resources/Biennial_State_1517.pdf).

# Host Community Agreement

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- As required by M.G.L. Ch. 94G, § 3 Uma Flowers will execute a Host Community Agreement (HCA) with the Town of Pepperell that sets forth conditions for the siting of the Marijuana Retailer Establishment and stipulates the responsibilities of the parties.
- In addition to 3% sales tax, the HCA will provide Pepperell with another 3% of Uma Flowers' revenue from the sale of cannabis products.
- Uma Flowers commits to hiring qualified and competitive local vendors, service providers and employees to the extent permissible by law in a legal and non-discriminatory manner.
- Uma Flowers will work with local law enforcement to approve its security plans.

# Cannabis Control Commission (Commission)

## Adult-Use Marijuana Establishment Application Process

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- All applicants must submit to the Commission a complete application, which consists of: (1) an Application of Intent packet; (2) a Background Check packet; and (3) a Management and Operations Profile packet.
- As part of the Application of Intent submission, applicants are required to conduct a community outreach meeting within the 6 month period prior to filing the Application of Intent packet.
- Once the Commission notifies an applicant that the submitted application is considered complete, the Commission will grant or deny a provisional license within 90 days.
- The provisional licensee's architectural and security plans must then be approved by the Commission to enable the applicant to begin construction or renovation of the facility.
- The Commission will then conduct a series of on-site inspections before issuing the applicant a final license to operate.



# Community Outreach Meeting and Next Steps

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Conducting a Community Outreach Meeting is one of the first steps of the approval process with Pepperell and just one step of the Marijuana Establishment Application process with the Commission.

## At the State level, Uma Flowers must still:

- Submit a complete application
- Obtain a provisional license
- Submit architectural plans for Commission approval
- Build out location and pass several Commission inspections
- Obtain a final license
- Undergo regular surprise and scheduled inspections by the Commission

## At the Municipal Level:

- Obtain a Host Community Agreement
- Special Permit from the Planning Board
- Work with local law enforcement on its security plans
- Ongoing coordination and oversight from various municipal departments (Police, Fire, Building, etc.)



# Question and Answer Period

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We encourage members of the community to ask questions and receive answers from Uma Flowers' representatives.

# Uma Flowers LLC

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Thank you for your time and consideration.  
We look forward to working with the Pepperell community.

**Priyanka & Tejal Patel**  
**Co-Founders**  
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