

Cannabis Licenses

What to expect from applications

License Types

And what each can do

- ▶ Marijuana Cultivator A Marijuana Cultivator may cultivate, process and package marijuana, to transport marijuana to Marijuana Establishments and to transfer marijuana to other Marijuana Establishments, but not to consumers. There is no retail sale.
- ▶ Craft Marijuana Cooperative The cooperative license authorizes it to cultivate, obtain, manufacture, process, package and brand marijuana products to deliver marijuana to Marijuana Establishments, but not to consumers. The base license leaves open up to 6 cultivation facilities across the state, and 3 manufacturing facilities. A Craft Cooperative may or may not seek more than one location within a municipality. There is no retail sale.

License Types

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- ▶ Marijuana Product Manufacturer. A Marijuana Product manufacturer may obtain, manufacture, process and package marijuana products, to transport marijuana products to Marijuana Establishments and to transfer marijuana products to other Marijuana Establishments, but not to consumers. Manufacturers produce things like edibles and concentrates, but do not cultivate or do retail sales.
- ▶ Marijuana Research Facility. A Marijuana Research Facility may cultivate, purchase or otherwise acquire marijuana for the purpose of conducting research regarding marijuana products. There are no retail sales.

License Types

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- ▶ Independent Testing Laboratory. These are the laboratories where licensed wholesalers have their product tested. These facilities have minimal foot traffic, as consumers are allowed by law to have product tested. There are no retail sales of anything aside from lab testing fees.
- ▶ Standards Laboratory. A laboratory meeting the requirements of the Independent Testing Laboratory may be licensed as a Standards Laboratory to ensure consistent and compliant testing by the Independent Testing Laboratories. These labs are the ones that check the standards labs. There would be no foot traffic.
- ▶ Marijuana Transporter. This licensee would be a 3rd party license where the operator would be able to transport marijuana products from one wholesale location to another. The establishment would only be parking vehicles in the municipality.

License Types

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- ▶ Marijuana Microbusiness. A Microbusiness is a co-located Marijuana Establishment that can be either a Tier 1 Marijuana Cultivator or Product Manufacturer or both. This one lets the licensee cultivate up to 5,000 square feet of canopy, and to make things like edibles and concentrates. There would be no brick and mortar retail sales, though in a year we may see retail delivery-only service attached to this license. At this time, there are no retail sales of any kind for this license.

License Types

And what each can do

- ▶ And the big one, Marijuana Retailer. A Marijuana Retailer providing a retail location accessible to consumers 21 years of age or older or in possession of a medical registration card demonstrating that the individual is a registered qualifying patient with the Medical Use of Marijuana Program.
- ▶ A Marijuana Retailer may purchase and transport marijuana products from Marijuana Establishments and to transport, sell or otherwise transfer marijuana products to Marijuana Establishments and to consumers. A retailer cannot deliver marijuana products to consumers or allow on-site social consumption by consumers on the premises of the Marijuana Establishment.
- ▶ A retailer shall operate all marijuana-related activities solely at the address identified in the license.

What is the process for the municipality?

- ▶ An applicant may reach out to the Zoning Board to seek what areas have been zoned for marijuana businesses, if any.
- ▶ Once an applicant has chosen a location properly zoned within the municipality, the applicant has to go before the Planning Board with what they plan to do with the property.
- ▶ Next, the applicant goes before municipal government with their overall business plan and goals for the property and surrounding community. This is often done in a public setting such as a town hall meeting or a city council meeting. The applicant comes seeking a letter of non-opposition, basically the town's blessing, to proceed to the next phase.
- ▶ Now the applicant has to hold a Community Outreach Meeting, where all property abutters, representatives from the police department and municipal government are invited, along with the general public. The goal of this is to address concerns and complaints of the neighborhood where the business is to reside.
- ▶ Finally, the applicant works out its Host Community Agreement with the municipality, taking into consideration feedback from the Community Outreach Meeting.

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- ▶ Video recordings of the last 90 days must be maintained
- ▶ Two separate alarm systems must be maintained
- ▶ All disaster plans cleared and signed off by local police and fire, to cover any unfortunate incident such as a break in or fire.

What does the municipality gain from a marijuana establishment?

There are two ways a municipality benefits financially from marijuana establishments.

- ▶ The Community Impact Fee - All marijuana businesses can be assessed up to 3% of their gross annual sales to cover costs incurred to the municipality by the impact of the business being present in the community. These fees must be accounted for and directly related to the business's impact on the community. Expecting the establishment to, say, pay for an extra patrol may be reasonable. Expecting them to buy the town new snow plows is not, and against the law.

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- ▶ The 3% Retail Sales Tax - The municipalities can take 3% in sales tax from retail marijuana establishments. The municipality is free to do with that money as it pleases. It is collected at point of sale along with the state tax, and then dispersed at regular intervals to the towns by the DOR.

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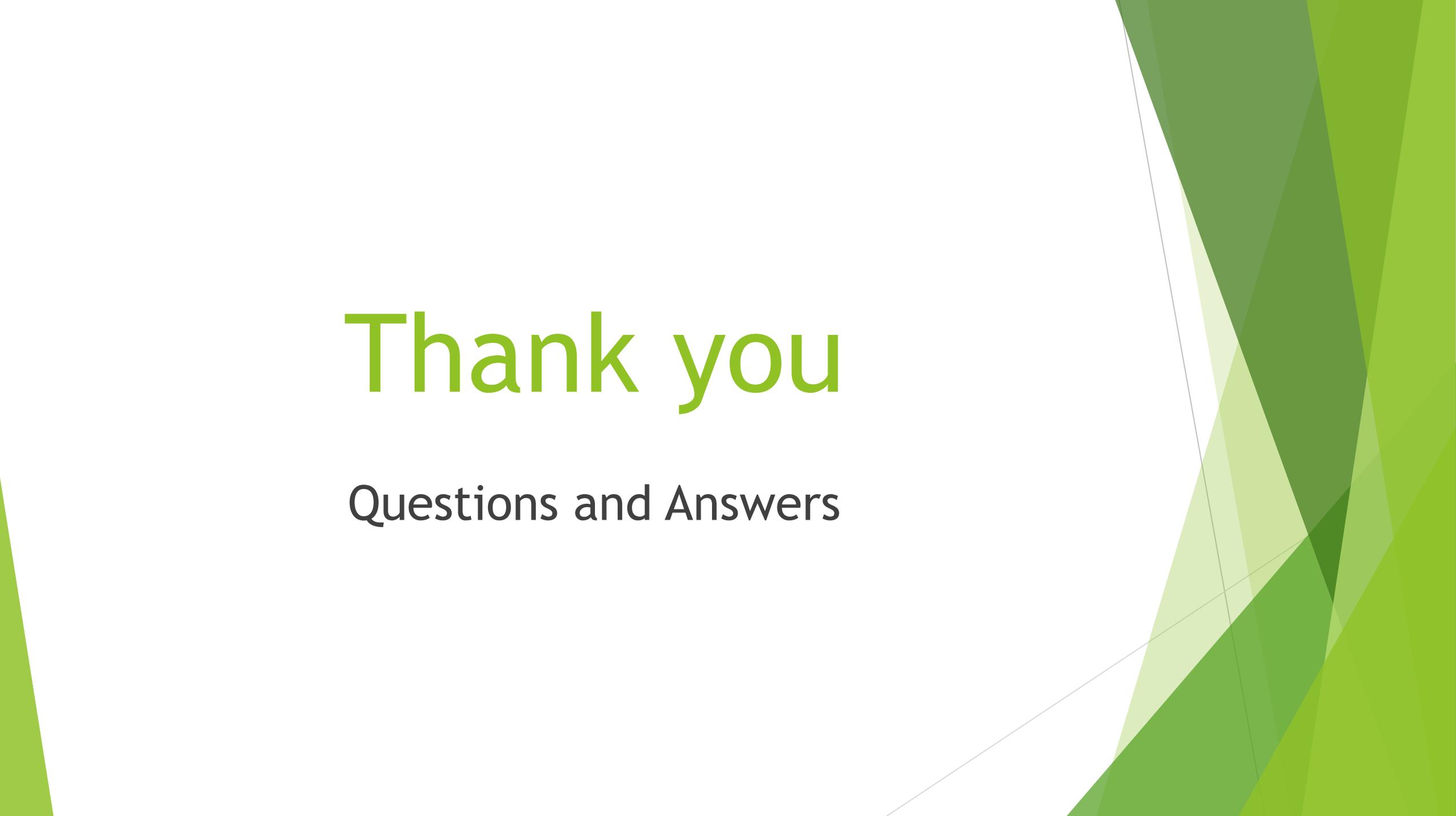
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- ▶ Credit Rating
- ▶ What other, if any, businesses does the applicant own

The background features abstract, overlapping geometric shapes in various shades of green, ranging from light lime to dark forest green. These shapes are primarily located on the right side of the slide, creating a modern, layered effect. The text is centered on a white background.

Thank you

Questions and Answers