



**THE FROSTY NUG**  
CANNABIS  
DISPENSARY

**Haverhill Cannabis Retail Dispensary  
Community Outreach Presentation**

**WELCOME**

# Zoom Meeting Tutorial<sup>3</sup>

## USER CONTROLS

The user control panel is located in the upper left of the Zoom webinar interface and has 4 options:

1. Audio Settings
2. Q&A
- ~~3.~~ Chat
- ~~4.~~ Raise Hand

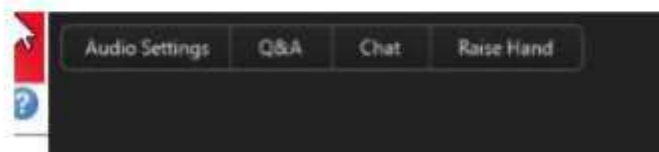


Figure 3: Zoom Webinar User Controls



**Mute Only**



**Use Q&A**



**Don't Use Chat**



**Don't Use Raise Hand**

# Our Leadership Team

Senior Managers Responsible for Running the Company



**Jack Hudson**  
**Chairman of Board**

Founding CEO of Ermont,  
7th MA medical MJ  
licensee



**Dr. Kristyn Pistone DPM**  
**Chief Marketing Officer**

Haverhill Physician  
Pistone Podiatric Foot Center  
18+ years



**Dr. Dominick Garibaldi**  
**Chief Executive Officer**

Physician / Entrepreneur  
Foot and Ankle  
Associates, 30+ year  
podiatry practice



**Mike Gettings**  
**President and CFO**

IT and Real Estate  
Entrepreneur  
20+ years experience  
Accounting & Financial  
Systems Automation



**Brian Belts**  
**Chief Operations Officer**

Political campaign coordinator  
Fight for \$16 minimum wage  
Legalization of marijuana



# Jack Hudson

Chairman of Board

- **Founding CEO Ermont, Quincy, MA**
- **7<sup>th</sup> Medical Cannabis Dispensary in MA**
- **21,000 Sq Ft Vertically Integrated – seed-to-sale**



# Experience

---

**Medical Dispensary**



**Cloning**



**Cultivation**



**Harvest**



**Processing**



**Production**



**Edibles**



**Order Fulfillment**



**Retail**



**Sales**





# **Dominick Garibaldi**

**Chief Executive Officer**

- **Born to Working-Class Family**
- **Graduate Rutgers University  
Rosalind Franklin Medical University  
Residency at St. Vincent's / UMass Medical**
- **Founded Successful Podiatric Medicine Practice**
- **Advocate for Cannabis Tax Revenue for  
Communities Facing Hardship**



# Mike Gettings

President and CFO

- Lifelong MA Resident - Boston College Graduate
- Senior Manager at PriceWaterhouse Coopers
- 22+ Years Owner Technology Consulting Firm
- Volunteer



# **Brian Belts**

## **Chief Operations Officer**

- **UMASS Lowell Graduate**
- **Social Justice Activism**
- **Worked on Campaign to Legalize Marijuana**
- **Certified Social Equity Applicant  
By the Cannabis Control Commission**





# Kristyn Pistone

## Chief Marketing Officer

- **Born and Raised in Haverhill**
- **Passion for Medicine and Healing**
- **Surgical Residency at Boston VA**
- **18+ Years Private Practice in Haverhill**



# Michael Migliori

## Local Licensing Attorney

- Long Time (42 Years) Haverhill Attorney
- Full-Service Law Firm
- Extensive Expertise in Corporate Agreements
- Attorney for Haverhill Cannabis Clients

# Presentation Outline



- Meeting Requirements
- Introduce the Experts
- Location, Zoning, Special Permits, Local Regulations
- Site Plan, Traffic Study, Parking
- Store Design
- Product Safety, Proposed Hours
- Marketing and Advertising Restrictions
- Security
- Diversion Prevention
- Nuisance Prevention
- Benefits to City of Haverhill
- Q&A session



Michael Migliori J.D.  
Haverhill Licensing Attorney



Michael Migliori J.D.  
Haverhill Licensing Attorney

# Meeting Requirements

- **Type and location of the proposed Marijuana Establishment**
- **Compliance with Zoning, Need for Special Permits**
- **Local licensing Regulations and Board of Health Regulations**
- **Compliance with Buffer Zones to schools**
- **Compliance with Regulatory Security Requirements**
- **Plan to Prevent Diversion to Minors**
- **Assure the location will not constitute a nuisance to the community**

# Our Consultants and Investors

Speaking Tonight



Michael Migliori J.D.  
Haverhill Licensing Attorney  
[facebook.com Fiorello-Migliori](https://www.facebook.com/Fiorello-Migliori)

Speaking Tonight



Brendan Cavanaugh  
Security Contractor  
[cglsecurity.com](http://cglsecurity.com)

Speaking Tonight



Matthew Juros R.A.  
Haverhill Architect  
[Fishbrook.com](http://Fishbrook.com)

Speaking Tonight



Scott Thornton P.E.  
Traffic Engineer  
<https://rdva.com/scott-thornton>

Speaking Tonight



Dr. George Lantz DO, MBA  
Anesthesiologist and Investor  
US Army Veteran  
[Beverlyhospital.org](http://Beverlyhospital.org)



Dr. Uma Dhanabalan MD  
MPH CMS  
World- renowned  
Cannabis Doctor  
[totalhealthcarethc.com](http://totalhealthcarethc.com)



Marvin Cable J.D.  
State Licensing Attorney  
and Law Professor  
[marvincable.com](http://marvincable.com)



Bob Brown  
Entrepreneur and Investor  
US Navy Veteran  
[Brocooil.com/broco-oil-named-veteran-small-business-owner-of-the-year](http://Brocooil.com/broco-oil-named-veteran-small-business-owner-of-the-year)



Greg Rodrigues  
Cannabis Pharmacist

# Zoning Compliance

1181 Boston Road Haverhill, MA



Michael Migliori J.D.  
Haverhill Licensing Attorney

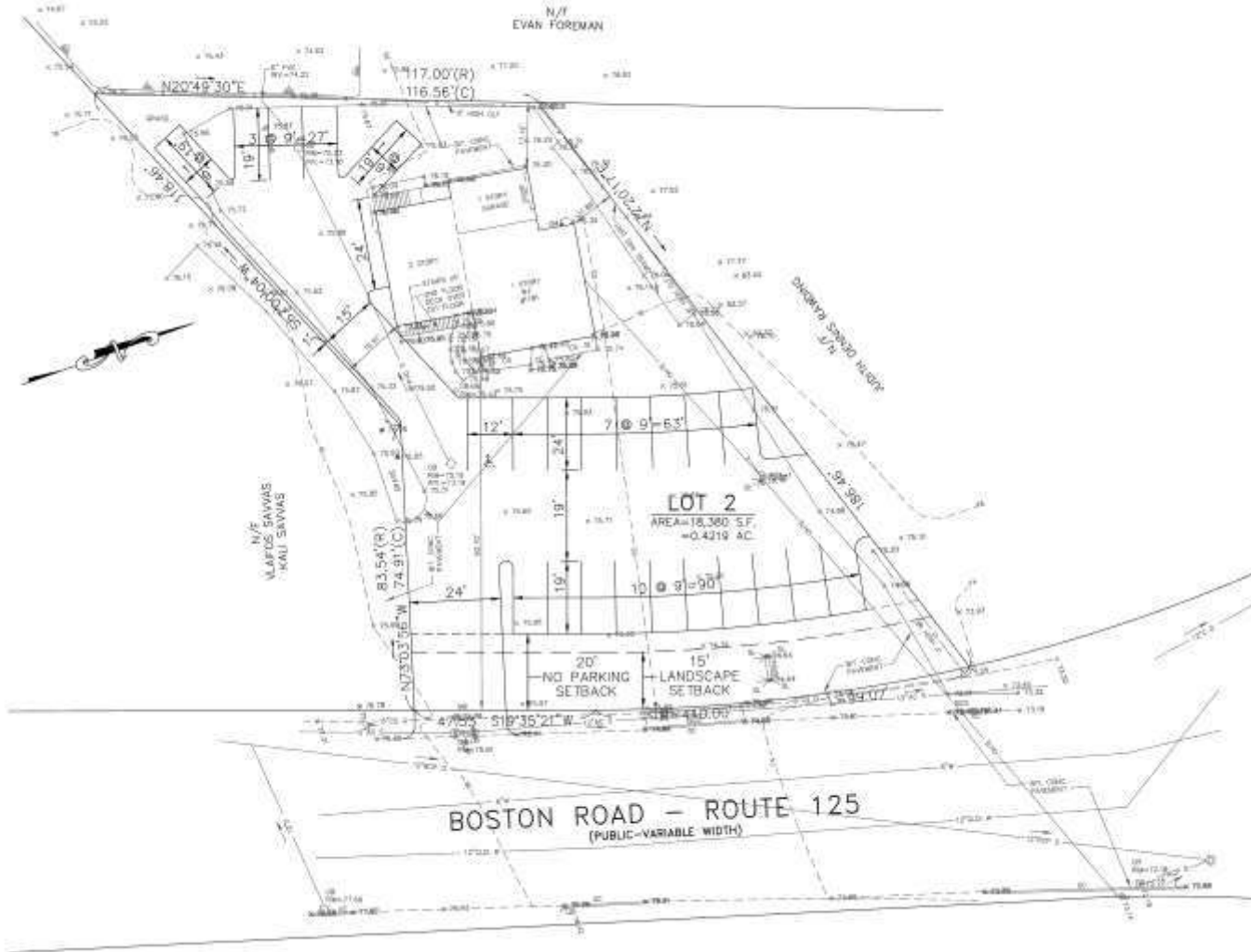


- Marijuana Retailer
- Knipe Road Area – ME-RO Zone
- > 500 Feet from schools, childcare, parks, churches, libraries and playgrounds
- No Residential Buffer

# Site Plan and Traffic



Scott Thornton P.E.  
Traffic Engineer

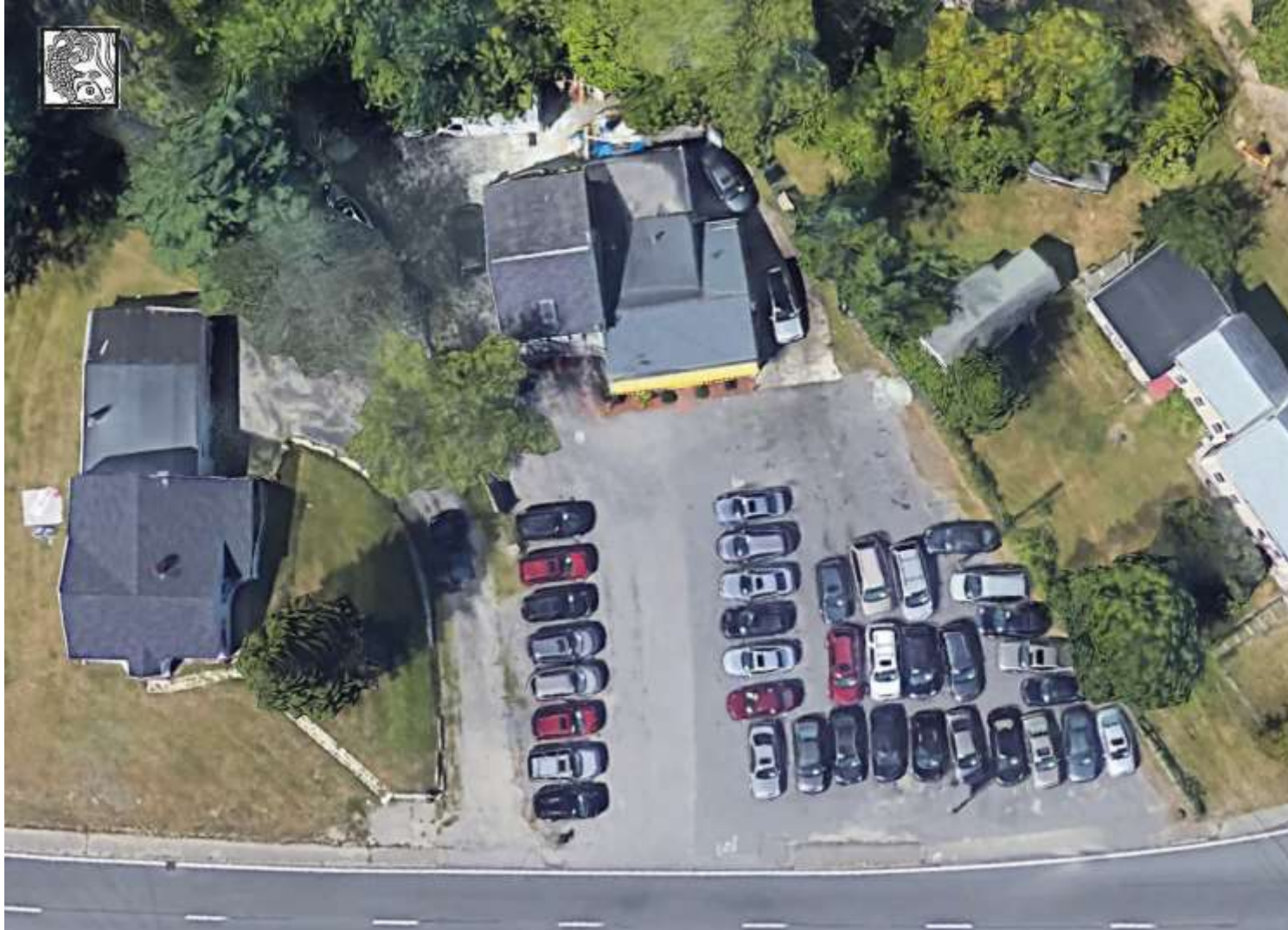


- 22 Customer Parking Spots
- Employee Offsite Parking
- Online Reservations for Capacity Control
- Well lit, Camera Monitored, Safe Parking Lot
- Minor Increase in Traffic

# Dispensary Design



Matthew Juros R.A.  
Haverhill Architect



■ Congested, Commercial Feel

■ Asphalt Covered





# Dispensary Design



**Matthew Juros R.A.**  
**Haverhill Architect**



- **Gracious, Suburban Feel**
- **Landscaped and Well Maintained**



# Dispensary Design



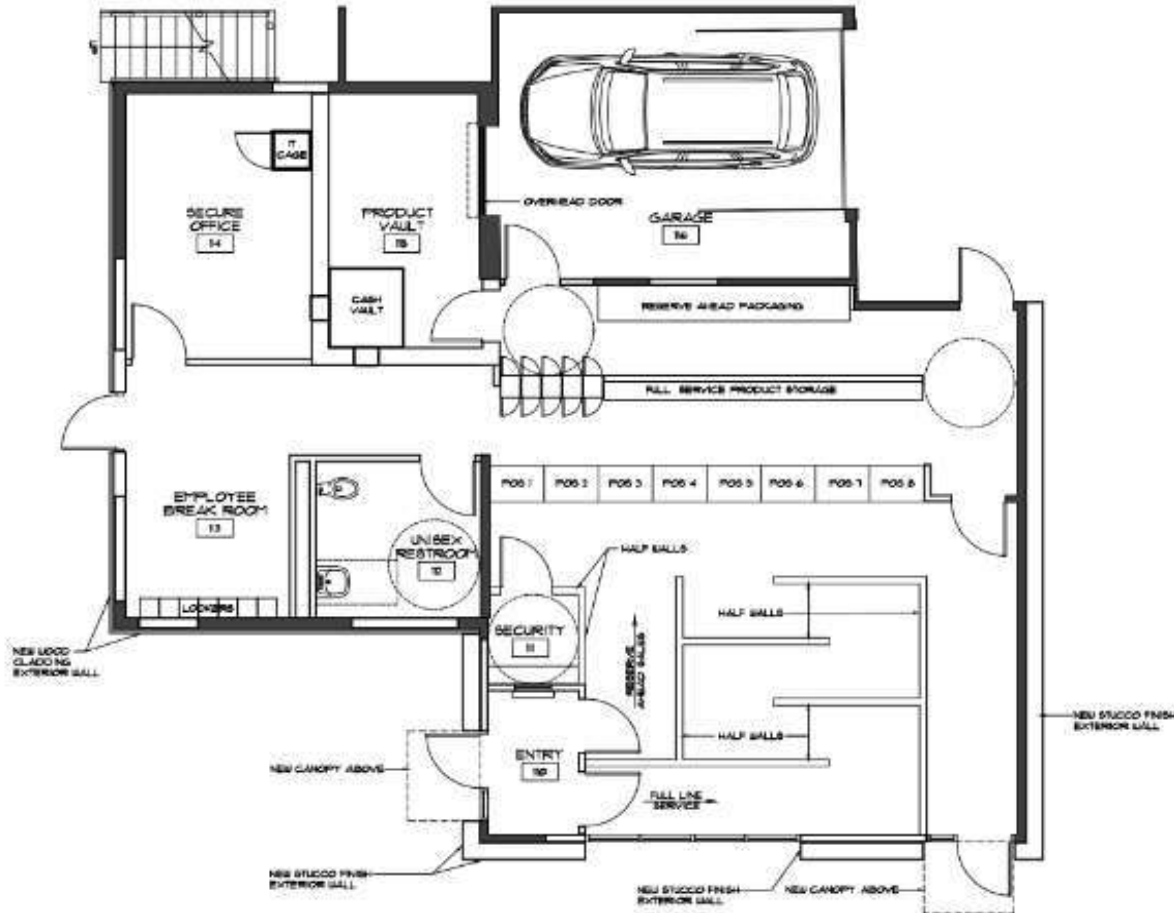
Matthew Juros R.A.  
Haverhill Architect



# Dispensary Floor Plan



Matthew Juros R.A.  
Haverhill Architect



01 FIRST FLOOR PLAN  
SCALE: 1/8" = 1'-0"

- Secure Guarded Entrance
- Separate One Way Exit
- Reserve Ahead to Minimize Traffic
- Secure Garage for Deliveries

# Facility Operations



**Brian Belts**  
Chief Operations Officer

## ACCESS CONTROL

Only 21+

Security guard verifies ID

Budtender verifies ID at purchase

## PACKAGING

Properly labeled in conformity to 935 CMR 500

Tamper-resistant containers

Accurately labeled in conformity to 935 CMR 500

## HOURS OF OPERATION

Day	Open	Close
Sunday	11:00 AM	7:00 PM
Monday	9:00 AM	9:00 PM
Tuesday	9:00 AM	9:00 PM
Wednesday	9:00 AM	9:00 PM
Thursday	9:00 AM	9:00 PM
Friday	9:00 AM	9:00 PM
Saturday	9:00 AM	9:00 PM

# Marketing and Advertising

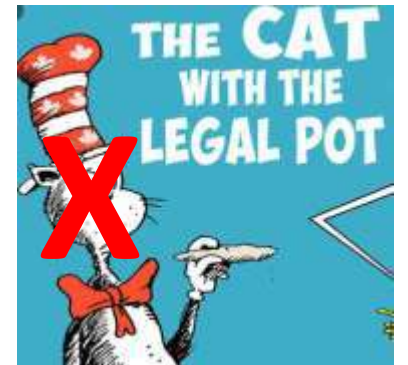


Dr. Kristyn Pistone DPM  
Chief Marketing Officer



## Massachusetts Cannabis Control Commission Regulation 935 CMR 500.105.4(b):

- No advertising unless at least 85% of the audience is 21 yrs. +
- Restrictions on use of promotional items
- No Advertising prices or products except on website or in store
- No loud neon signs



# Education

Dr. Uma Dhanabalan, M.D., MPH,  
FAAFP, MRO



Dr. George Lantz, DO, MBA



Contracted leading medical experts to oversee and participate in ongoing cannabis education



Guidance over all customer education materials, flyers, pamphlets and takeaway materials



Conduct Haverhill community cannabis education seminars



Create first visit customer intake process



Perform ongoing employee cannabis training and education



Provide ongoing updates on latest cannabis industry trends, research and health impacts for customer email distribution

# Security



Brendan Cavanaugh  
Security Contractor



## Strong Security Plan

- Layered physical security design to secure perimeter
- 24x7 video surveillance
- Alarm notification to Haverhill police
- Onsite security during hours of operation
- Limited access controlled by keycard readers
- Additional security measures inside



# Prevention of Diversion



Michael Migliori J.D.  
Haverhill Licensing Attorney

## Must be 21+



## No Marketing to Minors



## Website Age Verification





# Prevention of Nuisance



**Mike Gettings**  
President and CFO

Products Cannot be Visible from Outside



No On-site Consumption



No Odors



# Mission and Values

The Frosty Nug is committed to dispensing the highest quality cannabis products to qualified customers in a safe, secure, and professional environment

We seek to lead through:



## Community

Building a business that benefits the community as a whole

---

Thoughtful Siting

Robust Community Engagement

Ongoing Cannabis Education



## Compassion

Focusing on customer satisfaction and the well being of our employees

---

Safe Quality Products

Exceptional Service

50% Local Haverhill Hires

\$16hr Wage and Benefits



## Compliance

Social Equity Acceptance with MA Cannabis Control Commission Guidance

---

Excellence in Operational Protocol, Security and Compliance

Uphold Highest Standards of Integrity

# Benefits to Haverhill



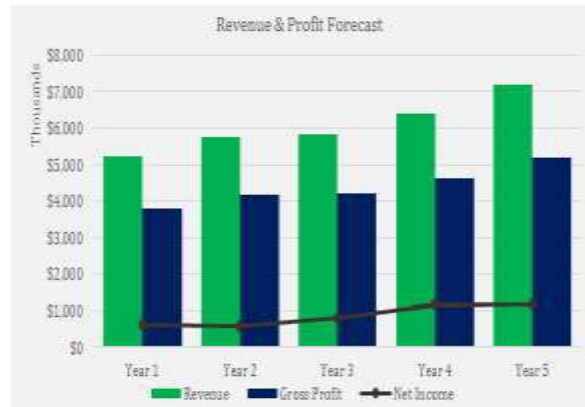
**Michael Migliori J.D.**  
Haverhill Licensing Attorney

## Jobs



**12 to 16 positions**  
**\$16/hr. Starting Wage**

## Municipal Revenue



**Projected \$240,000 – \$300,000 Annually**

## Donations



**Budgeted \$25,000 Annual Contributions**

## Impeccable Team



**Jack Hudson**  
Chairman of Board  
Founder and Former CEO of Emmit, one of the first medical marijuana operations in the state.



**Dr. Dominick Garibaldi**  
Chief Executive Officer  
Physician / Entrepreneur of Foot and Ankle Associates, a successful podiatry business for 30+ years.



**Dr. Kristyn Platone DPM**  
Chief Marketing Officer  
Haverhill Physician / Entrepreneur of Platone Podiatric Foot Center for 18+ years.



**Mike Gettings**  
President and CFO  
IT and Real Estate Entrepreneur with 20+ years experience in Accounting and Financial Systems Automation.



**Brian Belts**  
Chief Operations Officer  
Former political campaign coordinator for issues such as Fight for \$16 minimum wage and legalization of marijuana.

**2 Doctors, CPA, MBAs, Entrepreneurs**



**Questions?**