

Special Permit Application

Mass Alternative Care, Inc. - Medical Marijuana Dispensary

55 University Drive
Amherst, Massachusetts

May 10, 2016



Aerial View of Site Looking West

Prepared for:



Mass Alternative Care, Inc.
One Monarch Place, Suite 1900
Springfield, MA 01144

Prepared by:



4 Allen Place, Northampton, Massachusetts 01060

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APPLICATION

Checklist for the ZBA Application Process:

It is best to review the requirements with the Zoning staff before you begin your application.

It is the responsibility of the applicant to furnish all supporting documentation with the application. Please check items on this list to indicate that you have done so, or indicate your requests for waivers at the end of the list.

One hard copy of the following shall be submitted:

- ☑ **Application:** Every application shall be submitted on the official application form of the Board, provided by the Planning Department. Please provide only the original application form, no copies are needed. All information must either be typed or printed clearly.
- ☑ **Certified List of Abutters:** A current (no more than 30 days old) and valid “Certified List of Abutters” from the Assessor’s office, signed by the Assessor, is required. It will take 10 working days and a filing fee to get the Certified List of Abutters from Central Services on the first floor of Town Hall. Please see the attached request form.
- ☑ **Fees:** All applications filed with the Town Clerk shall be accompanied by cash or check made payable to the Town of Amherst in the specified amount. See schedule of fees in this application packet.
- ☑ **Electronic submission:** Every application shall be accompanied by one hard copy of all submitted materials, including full size plans, to scale. All applications shall include one electronic copy of all information (except the Certified List of Abutters and fee) in a PDF form. All PDF’s and electronic information should be labeled. Submissions may be accepted via email, thumb-drive, or on CD/DVD.

Please note: Prior to a public hearing, Town staff may request up to five hard copies of full size plans for distribution. This will be requested and coordinated by Town staff.

For the following plans, and any other supplemental materials submitted as part of an application, one full size original hard copy AND one digital copy shall be submitted.

- ☑ **Site Plans:** Unless waived by the Board, all site plans shall be prepared by a Registered Engineer, Surveyor or Landscape Architect, and shall include the following:
 - name of property owner, developer and name of engineer/surveyor/landscape architect or builder
 - date, title and scale of plan
 - separate locus map showing site location and location of buildings on surrounding properties, north arrow
 - all existing lot lines, easements, rights-of-way, size of property in square feet, as well as setback, side and rear yard dimensions as set forth in Table 3 of the Bylaw and zoning district
 - location and use of all existing and proposed buildings and structures, including dimensions and heights
 - location and names of existing or proposed streets, curb cuts, entrances and exits, parking areas, sidewalks, loading/service areas, utility systems
 - existing and proposed contours and finished grade elevations, including location and volume of significant filling or excavations
 - location of all natural features, including significant watercourses, wetlands, water bodies, bedrock outcroppings, stone walls and all trees, including drip lines, of eight (8) inch diameter at breast height (DBH) or larger on the subject property. In addition, all stone walls and trees, including drip lines, to be affected by clearing and/or construction within any portion of any public right-of-way immediately adjacent to the subject property shall also be shown, according to provisions of MGL Ch.40, Section 15C (Scenic Roads Act) and MGL Ch.87 (Shade Tree Act).
 - location of containers and enclosures for storage and disposal of waste, recyclables and, where applicable, waste kitchen oil
 - number and location of parking spaces required (2 parking spaces are required per unit)
 - calculation of total lot area, wetlands, building coverage and total lot coverage

(Plans, continued)

- Building Plans** shall include accurate, scaled renderings of:
 - Elevations, showing exterior facades indicating height, materials, architectural features and colors proposed.
 - Floor Plans with dimensions showing schematic layout, use of interior spaces and means of egress
- Management plan:** Please see attached Management Plan Form.
- Landscape plan** showing proposed vegetation to be planted, including street and shade trees, shrubs and other planting. Parking lot screening, by species and type shall be detailed. Existing vegetation of note (see "Site Plans" above) and any intermittent or year-round streams, ponds or other wetlands shall also be shown.
- Lighting plan** showing location and type of outdoor lighting and lighting fixtures, said lighting to be designed to minimize glare and light spillover onto adjacent properties, streets and the night sky
- Sign plan**, including, but not limited to, dimensions, color, graphics, placement, lettering and any sign lighting

In addition, the Board may require submission of the following information/plans:

- Soil erosion plan**, if applicable, showing measures to be taken to prevent or reduce erosion both during and after construction
- Traffic Impact Statement:** Details may be found in Appendix A of the Board's Rules and Regulations
- Outside Consultants:** Details may be found in Appendix B of the Board's Rules and Regulations
- If the property for which the permit is being sought has any tenants or lessees, they must be notified of the application. Please ask for the Planning Department's "**Tenant/Lessee Notification**" instruction sheet.
- All applications shall be supported by a written project summary detailing all relevant facts of the application.
- All plans and information shall be labeled with the applicant's name, project address and be dated.

WAIVERS: If you are requesting a waiver from any of the plan requirements, please list them below, along with your reasons. The Board shall have the right to modify or waive any of the submittal requirements, or to request additional information necessary to render a decision.

The petitioner shall submit the application and accompanying documents outlined above to the Planning Department, who shall file the application with the Town Clerk for certification.

For time requirements pertaining to public hearings and Board actions, please see the *Zoning Board of Appeals Rules and Regulations*, which are available at the Planning Department or on the Town website at:

<http://www.amherstma.gov/departments/Planning/publications.asp>

ABUTTER LIST

AMHERST BOARD OF ASSESSORS REQUEST FOR CERTIFIED LIST OF ABUTTERS

Note: THE ASSESSORS OFFICE REQUIRES 10 BUSINESS DAYS TO PREPARE AN ABUTTERS LIST. WE THEREFORE ADVISE YOU NOT TO SCHEDULE A HEARING UNTIL YOU HAVE THIS LIST.

Please Print

55 University Drive

STREET ADDRESS
 55 University Drive LLC

 c/o Roula Kofides

OWNER'S NAME

7 Newton Street

STREET

Belchertown MA

CITY STATE

13B

MAP

21

PARCEL

Mass Alternative Care, Inc.

APPLICANT'S NAME

One Monarch Palce, Suite 1900

STREET

Springfield MA 01144

CITY STATE ZIP

The Berkshire Design Group/Michael Liu 582-7000

CONTACT PERSON & PHONE #

Please circle type of permit or variance requested:

- A: Liquor License – Immediate abutters, also 500’ from all borders for churches/hospitals/public & private schools.
- B: Planning Board – Subdivision or Special Permit - 300’
- C: Zoning – Special Permit or Variance Appeals - 300’**
- D: Conservation – Wetland Hearing - 300’
- E: Planning – Site Plan Review 300’

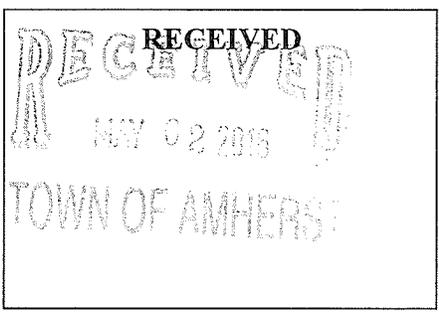
**Please note that if requesting abutters lists for two different departments for the same parcel, you must fill out separate abutters request forms.

NOTE: THE ABUTTERS LIST IS ONLY OFFICIAL FOR A PERIOD OF 30 DAYS FROM THE DATE OF CERTIFICATION BY THE ASSESSOR. AFTER 30 DAYS, YOU WOULD NEED TO REAPPLY FOR A NEW LIST.

Abutters fee: \$25.00 Due at time of request

Fee Received: 25.00 ✓ 13378 Date Received: 5/2/16

(ASO002)



TOWN OF AMHERST
 11146
 TOWN CLERK
 MISC CASH RECEIPTS
 Date / Time : 05/02/16 11:55
 Payment : \$ 25.00
 Receipt # : 16102874
 Check/Credit Card #: 13378
 Bill Number : 0
 Paid by : RECEIVING OFFICIAL BR

Town of Amherst Abutter List

<i>Parcel ID</i>	<i>Parcel Address</i>	<i>Owner1</i>	<i>Owner2</i>	<i>Address</i>	<i>City/Zip</i>
13B-23	AMITY ST	PRAWLUCKI/WALTER P ETAL, TRUSTE	C/O FRANCIS T RENKOWICZ	121 RIDGECREST DR	WESTFIELD, MA 01085
13B-33	UNIVERSITY DR	IDREES, MOHAMMAD & SHAKEELA YASMEEN		7500 LINDENHURST DR	ORLANDO, FL 32836
13B-54	UNIVERSITY DR	SUMMERLIN TRUST		6 UNIVERSITY DR 206-220	AMHERST, MA 01002
13B-27	UNIVERSITY DR	SUMMERLIN TRUST		6 UNIVERSITY DR 206-220	AMHERST, MA 01002
13B-20	6 UNIVERSITY DR	WOODGREEN AMHERST LIMITED PART		6515 MAIN ST SUITE 12	TRUMBALL, CT 06611
13B-28	25-35 UNIVERSITY DR	WEST AMHERST LLC	C/O 25-35 UNIVERSITY DR LLC	P.O. BOX 678	AMHERST, MA 01004
13B-21	55 UNIVERSITY DR	55 UNIVERSITY DRIVE, LLC	C/O SOTIRIOS ANAMISIS	7 NEWTON ST	BELCHERTOWN, MA 01007
13B-19	65 UNIVERSITY DR	SLOBODY DEVELOPMENT CORP		P O BOX 2023	AMHERST, MA 01004-2023
13B-22	75 UNIVERSITY DR	SLOBODY DEVELOPMENT CORP		P O BOX 2023	AMHERST, MA 01004-2023
13B-17	85-101 UNIVERSITY DR	SLOBODY DEVELOPMENT CORP		P O BOX 2023	AMHERST, MA 01004-2023

OVERVIEW

Mass Alternative Care, Inc.

Overview

Mass Alternative Care, Inc. ("MAC") is a nonprofit corporation organized under Massachusetts General Laws Chapter 180 and would benefit registered qualifying patients once approved to do so by the Massachusetts Department of Public Health ("DHP"). MAC is dedicated to improving the quality of life of the qualifying patients of the Commonwealth with debilitating medical conditions by providing safe, comfortable, and affordable access to the highest quality medical cannabis therapies.

MAC is currently engaged in DHP's three-phase application process to become a MMTC/OMMD/RMD under 105 CMR 725.000 *et. Seq* and has three (3) license applications pending. All three applications have passed DPH Phase 2 *Management & Operations Profile* review and MAC has been awarded the 19th Provisional Certificate of Registration in the State for our dispensary, cultivation & processing facility in the City of Chicopee. We submitted a *Siting Profile* to locate an Off-site Medical Marijuana Dispensary (OMMD) in the Town of Amherst to DPH on February 29, 2016. That license application is currently under DPH review.

The state of the art 2200 square foot dispensary facility located at 55 University Drive will provide patient consultation, education, and treatment with various high quality medical cannabis therapies in a safe, secure, welcoming environment. The project, if approved, would create between 8-10 full time and 4-6 part-time positions. MAC would be willing to discuss compensating the Town to mitigate any adverse impacts of the project through negotiations of a host community agreement.

We have contracted with MJardin Management to produce the highest quality organic medical cannabis at our Chicopee facility. MJardin currently manages over 600,000 square feet of cultivation space nationwide. We also will employ state of the art carbon dioxide extraction technologies to extract the various cannabinoids for development of our diverse menu of alternative medicinal delivery therapies. All MMJ products will be produced in our Chicopee facility and delivered to the Amherst location on demand following DPH strict product delivery protocols.

Operating Experience:

Members of MAC's board of directors and executive management team are highly experienced non-profit, healthcare, medical marijuana, and business professionals. They have developed and currently operate similar projects in other jurisdictions and are market leaders in their respective States. MAC's business plans incorporate best practices of each facility while meeting or exceeding DPH regulations for operations and security.

Steven White, Chief Operations Officer of MAC, is the Founder and CEO of Harvest of Tempe, an award winning, state-licensed medical marijuana dispensary in Tempe, AZ.

Harvest of Tempe (opened May 2013)
710 West Elliot Road #102
Tempe, AZ 85284

www.harvestoftempe.com
1300 Total Square Feet Dispensary
Employees: 10 full time; 5 part time

Site Security Aspects:

While designing and constructing the Harvest of Tempe dispensary, located in a strip mall on a busy street, Steve worked with the Tempe Police Department to develop many of the physical security measures.

There are a number of exterior adaptations made to ensure safety. On the strip mall exterior, the surrounding walls, and structures, he directed that "No Loitering" signs be placed every thirty feet. While there is a short wall between the busy road and the dispensary limiting the ability of a potential threat from driving a vehicle through the masonry exterior wall of the dispensary, there are still concrete bollards behind the building protecting the rear and decorative concrete planters in front of the suite. Large cameras are strategically placed at each corner of the strip mall with two bracketing the dispensary entrance. The exterior glass is tinted so that it is not easy to see into the dispensary, and it is coated with a film designed to make the glass bullet resistant and keep it from shattering if something were to penetrate it.

To enter the dispensary, customers pass through a magnetically locked door. A greeter/security guard opens the front door from the inside when a patient approaches the front door. Employees are able to access the dispensary with a key fob. When the dispensary is closed, there is a large, black scissor gate inches from the front door and front glass. Once inside, the first thing that a patient or other person sees is a monitor showing their image from one of the cameras. In addition, the lobby has cameras and a motion sensor. To get from the lobby to the medicine dispensing area, patients must show their medical-marijuana patient card and have it verified before an employee uses a key fob to release a magnetic lock for a door separating the lobby and dispensing area. Once a patient passes through that door, he or she is met by a Patient Advisor to discuss the type of medicine needed. In the dispensing area, there are more cameras and motion detectors. The employees that work behind the counter in the secured area are also covered by cameras, and this area is covered by motion detectors when the dispensary is closed with the alarm set. Further, panic buttons when activated results in the security company immediately alerting the local police department, are strategically placed on the counters and in areas not visible to the public.

During non-business hours, all products containing cannabis are stored in a masonry vault with its own footings and metal lid, protected by cameras, motion sensors, vibration detectors, and panic buttons. During business hours, most product is stored and all product is packaged in the vault, which is only accessible with a key fob. All cash is kept in a floor safe with a drop slot inside the vault. Periodically, management meets with the Tempe Police Department to continually reevaluate the dispensary's security measures.

Nicholas Tamborrino, a MAC Board Member, is the Founder and Executive Director of Bluepoint Wellness CT, a state licensed medical marijuana dispensary in Branford, CT. Connecticut's medical marijuana program is one of the Country's most highly regulated and requires all dispensary managers to be state licensed pharmacists. We plan to incorporate this practice in our Amherst facility even though it is not required under DPH regulations.

Bluepoint Wellness CT (opened September 2014)
469 East Main Street
Branford, CT 06405

www.bluepointwellnessct.com
1500 Total Square Feet Dispensary
Employees: 5 full time; 4 part time

Security Overview

Bluepoint has extensive security infrastructure and procedures at its facility. Its storefront is discreetly located in the rear corner of a large commercial building with other tenants. Security alarms and cameras are present at every door and window, with recording occurring both on site and remotely with 30-day backup. Employees are assigned badges and individual security codes. The facility includes a duress alarm and panic buttons are located throughout the space. Management, in consultation with the local police department, established its security and emergency procedures.

Executive Management Team & Board of Directors (Biographies Attached):

Mr. Kevin Collins (President & Chief Executive Officer) Springfield, MA
Current: CEO-Mass Alternative Care, Inc.

Mr. Steven M. White, Esq (Chief Operations Officer) Tempe, AZ
Current: CEO-Harvest of Tempe

Mr. Vincent Cardillo (Chief Financial Officer) Wilbraham, MA
Current: CEO-Dental Management Innovations

Mr. Ronald Campurciani (Chief Security Officer) West Springfield, MA
Current: Chief of Police-West Springfield Police Department

Mr. David Spannaus (Treasurer) Brookfield, CT
Current: CEO-The Atlantic Group CT

Ms. Heather Andresen (Clerk) Longmeadow, MA
Current: Vice President-LSQ Funding

Dr. Ronald Paasch, MD (Board Member) Northampton, MA
Current: Owner-Pioneer Spine & Sports Physicians

Mr. Nicholas Tamborrino, PharmD (Board Member) Fairfield, CT
Current: Executive Director-Bluepoint Wellness CT

Mr. Kevin Collins (President)

Current: CEO-Mass Alternative Care, Inc.

Kevin Collins graduated from Tech High School of Springfield, MA in 1968, and earned a bachelor's degree in economics at American International College. While attending AIC, he was also able to afford time to compete on the college's hockey team. His playing career then transgressed after graduation to the EHL, where Kevin played professionally for the Johnstown Jets from 1972 to 1974.

Kevin continued sharpening his ability to lead and educate with a career in Driving Instruction and later in 1974, transferred his knowledge of evaluation into the Springfield Model Probation Project as a full time Case Manager. By the end in 1977 when he stepped away, Kevin had accumulated and managed a caseload of 75 probationers with weekly, bi-weekly and/or monthly guidance meetings. Along with offering drug and alcohol treatment and counseling sessions, Kevin conducted home visits and family support group meetings, further sharpening his skills in program implementation and setting the stage for his future in leadership roles.

In 1974, Kevin started the "Western New England School of Officiating" in Enfield, Connecticut. At the time, this was the only privately run ice hockey officiating school in the United States. He operated the school for 23 years. Each year, 70 students would go through his school, many going on to work in the professional and eastern college leagues. He has former students still working today at all levels of hockey, including the National Hockey League.

Kevin began his NHL officiating career in September 1977 and spent 28 years working as a linesman. His career total of 1,964 NHL Regular Season games, and 300 Stanley Cup Playoff games, which is first among American born officials and his totals in both categories are among the top ten in NHL history.

In 2004, Kevin stepped out of the skates and into the office as he was selected to be one of five Officiating Managers of the NHL, and the first American to hold this position. This role charged him with the responsibility of overseeing 75 National Hockey League officials, both linesman and referees. Through the monitoring of games and written report submission, Kevin was once again guiding and constructively critiquing individuals for improvement on and off the ice. Classroom oversight during Training Camp emphasizing rules, guidelines, and procedures helped him during evaluations of officials, and ultimately the selection of minor league staff prospects for promotion to NHL level officials. He is also the longest tenured executive board member in the history of the National Hockey League Officials Association, serving 23 years from 1980 - 2002, and the first American to be elected as President, while previously holding every other executive position. During that time, he was the only mainstay on the collective bargaining team negotiating annual employee budget packages of \$60-\$70 million.

Locally, Kevin volunteered countless hours to amateur ice hockey in the Springfield area. For many years, he was involved with the Holy Name Hockey Association and a member of its Board of Directors. Through his NHL contacts, he worked to raise money for amateur ice hockey, and in 2009 and 2010, Kevin coordinated a free two-day officiating workshop run by top NHL and college officials in the New England area, a first of its kind in North America. Kevin brings his passion, leadership, compliance, and team building skills to Mass Alternative Care.

Mr. Steven M. White, Esq (Chief Operations Officer)
Current: CEO-Harvest of Tempe

Steven White brings a wide range of medical marijuana operations experience and policy knowledge to our enterprise. Steve is the President and CEO of Randy Taylor Consulting, a management company for two vertically integrated medical marijuana licenses in Arizona: Verde Dispensary, Inc. (doing business as Harvest of Tempe) and Byers Dispensary, Inc.

As president and CEO, Steve led a group that has again begun to reshape an industry. Harvest of Tempe provides a patient experience unlike any in the industry. By focusing on patients' desires and working with the Tempe Police Department, the city of Tempe, and Arizona Department of Health Services, Harvest has been able to set the standard for a beautiful storefront, patient safety, patient service and education, and consistent and quality medicine. Steve's oversight of these enterprises include the dispensary, two cultivation facilities, one kitchen that produces a line of infused products, and a CO2 extraction operation with associated refining. Specifically, Steve is directly responsible for legal compliance – state and local, quality control, inventory management, employee hiring and training, security, media relations, trade industry representation, and marketing and advertising.

Steve has handled countless media requests for Harvest of Tempe and on behalf of the industry. He has recently started a charitable organization for pediatric cannabis patients, called Harvesting Hope. Harvesting Hope is a 501c3 that was started when Steve learned about a child with a seizure disorder that wasn't aided by brain surgery. Steve offered to supply the child with medicine free of charge for life. When the cannabis treatments worked, many other families approached Steve and the dispensary. At that point, Steve realized that there were many services that these families did not have proper access to, and Harvesting Hope was one of the ways he attempted to remedy the situation. Today, Harvesting Hope is working to bring families of children with seizure disorders the resources they are searching for.

Since 2005, Steve also operates White Berberian PLC, a law firm in Arizona focused on medical marijuana law and policy. He has achieved an AV rating from his peers, representing the highest rating in legal ability and ethics. Steve graduated summa cum laude from Arizona State's Honors College with a degree in political science and minors in Economics and Philosophy and completed law school at Washington and Lee School of Law in Virginia. While in law school, Steve spent two summers working for the National Gambling Impact Study Commission and also worked for the Virginia Attorney General's office.

Mr. Vincent Cardillo (Chief Financial Officer)

Current: CEO-Dental Management Innovations

CFO Vincent Cardillo has worked in the healthcare industry for over 20 years as an entrepreneur and business leader in the dental field. In the course of his career, he has acted as COO and CEO. In his last role, he managed a company with a budget of \$38M, led more than 300 employees, and was responsible for over 32 individual dental offices. Vincent started, partnered or acted in a C-Suite role in three dental groups:

- Start-up, CEO: Owned and operated 6 offices in Massachusetts and Connecticut, \$5m revenue
- Great Expressions, Northeast Regional Vice President: Company grew from 40 to 90 offices and from \$48 to \$100m in 4 years
- DDP, COO/Partner: Owned and operated 32 offices in 3 states, \$38m revenue. Ranked #14 on the 2014 INC 500 list of fastest growing private companies – growth of 12,896%.

Vincent has worked in all areas of medical business operations, including marketing, insurance billing, HR and legal, as well as business and medical compliance, including OSCHA and HIPAA. Vincent has also managed large-scale employee trainings, including customized training packages for each employee experience level, on-the-job instruction, and ongoing testing and evaluations. He has also been responsible for the creation, introduction and monitoring of employee policies, procedures and protocols. These protocols have helped create a flawless record ensuring adherence to HIPAA guidelines and highly effective patient care.

In each of the above companies, Vincent was part of a leadership team that served hundreds to thousands of patients a week. Vincent's experience with patient care has included working to support the operational needs of hundreds of doctors and medical staff. Vincent also prioritizes patient satisfaction and has implemented satisfaction surveys over the years. He believes the operational aspect of a medical facility should adapt to and serve patient needs, and he has utilized the results of these surveys to continuously better the delivery of care.

Vincent is also the founder and leader of Dental Management Innovations, LLC, which provides outsourced C-Suite services to dental groups. The company develops strategic plans, operational systems and infrastructure to support office growth for clients nationally and internationally. DMI's success has led to long term industry relationships and has built trust both in the USA and Internationally. 100% of clients that have been engaged for 12 months or more have reached all-time highs in production, collection and/or profit levels. Vincent is also a speaker at national conferences as an operations and operational finance expert.

The dental industry is ideally parallel to the medical marijuana industry in that both provide ongoing care to their patients, serving them routinely over months or years. Both industries require discretion, privacy, and well-trained clinical teams that provide excellent patient care. Based on his 20 years of experience in the medical field, Vincent has a proven track record leading large teams and maintaining high levels of operational efficiency, clinical excellence and financial prudence.

Vincent earned a BA from SUNY Potsdam, an MBA from Clarkson University, and an Executive Degree in Managed Care from University of Connecticut. Vincent also served as President of the Dental Group Management Association (DGMA).

Mr. Ronald Campurciani (Chief Security Officer)
Current: Chief of Police-West Springfield Police Department

Ronald Campurciani has been a police officer for 30 years. Chief Campurciani has had a remarkable career in public safety, and has had many assignments, culminating in his appointment to Chief in 2012.

Chief Campurciani spent over 6 years assigned to a DEA Task Force. During this period, he travelled extensively throughout the United States working in an undercover capacity while investigating organized crime groups, outlaw motorcycle gangs and terrorist organizations.

Chief Campurciani is a graduate of the prestigious FBI National Academy in Quantico, Virginia where he distinguished himself at the National Academy from the class of 275 law enforcement executives comprised of representatives from every state and 24 foreign countries by being named the honor graduate and class spokesperson.

Over the past 15 years, he has been recognized for his involvement in developing exceptional safety and security plans for the gaming industry, financial institutions, educational facilities, and healthcare organizations. In 2013, Chief Campurciani was intimately involved with the security design of the planned Hard Rock New England Casino slated for West Springfield. This included working with executives on a site plan featuring secure armored truck traffic, designing surveillance systems, and planning a fully integrated police sub-station on the grounds of the casino. This was a first for the Hard Rock Corporation.

Chief Campurciani spent 10 years assigned as the Lead Staff Instructor at the Regional Police Academy in Springfield, Massachusetts. He has served, and continues to serve as an Adjunct Professor in Criminal Justice. He has taught at Bay Path University, Post University in Waterbury, Connecticut and Western New England University. His areas of expertise are criminal investigations, infrastructure protection, organizational design, and target hardening.

He holds a Bachelor and a Master's Degree in Criminal Justice from Western New England University.

Mr. David Spannaus (Treasurer)

Current: CEO-The Atlantic Group CT

David Spannaus is a results-driven individual who is a partner in The Atlantic Group, an organization with offices in New York City, Wilton, Connecticut and Los Angeles, California. This organization employs close to eighty people in the contract furniture field and has grown from \$0 to \$12 million over the past 8 years under Dave's leadership. Dave has been responsible to both start-up and turn-around companies and has managed every aspect of these organizations including sales, marketing, finance, and operations.

Originally from Westchester County, Spannaus understands the value of maintaining a competitive edge; he played hockey at Elmira College, was on a national championship team in 1980, and continues to referee professional ice hockey today.

Following graduation, Spannaus worked in the furniture industry, serving Westchester and Fairfield Counties from 1983-90. That year he moved to North Carolina to manage various dealers and coordinate a four-state region for Open Plan Systems, a re-manufacturer of systems products. He quickly earned a reputation as a strong leader and astute salesman. He was recruited by WB Wood in 1997. In a few short years, Spannaus increased the company's Connecticut revenues from \$2 to \$24 million.

In 2005, The Atlantic Group began their expansion into the Connecticut market, Spannaus, who was a formidable competitor, was contacted. After taking a close look at the Atlantic Group's model and early success, he agreed to join the team and has grown the market by focusing closely on corporate national accounts. In the 8 years under Dave's leadership, the Atlantic Group CT has grown from \$0 to \$12 million in sales and now manages an annual operating budget of \$1.8 million.

Spannaus will leverage his organizational skills, sound business leadership, and an understanding of strong financial management to the oversight of the business aspects of Mass Alternative Care.

Ms. Heather Andresen (Clerk)
Current: Vice President-LSQ Funding

Heather Andresen brings fifteen years of financial industry experience to her board position with Mass Alternative Care, including direct lending, business development, and advisory services. As Vice President of Business Development for the Northeast region with LSQ Funding Group, she is responsible for sourcing and arranging financing for start-up and high growth companies.

Prior to LSQ, Heather entered the commercial finance industry as head of business development for the Southeast with FGI Finance. While based in the international Miami, Florida market, Heather assisted both foreign and domestic lower middle market companies with their financing needs. Before FGI, she led business development efforts for Catalyst Financial, a South Florida based FINRA licensed investment banking firm. At Catalyst, she was responsible for sourcing strategic capital and M&A opportunities, working closely with both operating companies and private equity firms. Heather possesses a true passion for assisting small to midsize enterprises obtain essential capital required to achieve their desired growth targets.

Heather graduated cum laude with Bachelors of Science degree from the University of Massachusetts at Amherst.

Dr. Ronald Paasch, MD

Current: Owner-Pioneer Spine & Sports Physicians

Dr. Ronald N. Paasch is a physiatrist with Pioneer Spine and Sports Physicians in West Springfield, MA. He is licensed to practice medicine in Connecticut and Massachusetts.

Dr. Paasch earned a BA in Neurobiology from Cornell University, earned his MD from Rutgers Medical School, and completed his resident in Physical Medicine and Rehabilitation at the UCI Medical Center in Orange, California in 1991. He had a private practice for EMG and PM&R Consultation from 1990-1991 and has been practicing sports and rehabilitation medicine at Pioneer Spine and Sports Physicians since 1991.

Additionally, Dr. Paasch has served as Medical Director and Rehabilitation Director for Orthopedics and Traumatic Brain Injuries the Day Rehab Program at Carr Center - Rehab West from 1992 to 1996. He has presented as an expert on Spasticity Management and Treatment and has served as a Faculty Lecturer and Clinical Instructor Oratec (IDET) at Harvard Medical Center.

Dr. Paasch's business experience includes roles as President/CEO/CFO-Pioneer Spine and Sports Physicians, P.C., since 2000. In addition, he was President/CEO Advanced Medical Group, 2000 to 2006. He has been President of Quality Realty Partners from 1999 to present. He is a Partner in Land Development at Coles Meadow, MA since 1999 and served as a Managing Partner for Building Acquisition in Greenfield, MA in 2001.

Dr. Paasch has received numerous awards and honors including an America's Top Physician Award from 2004-2005, a Best Doctors Award by the Occupational Health Institute in 2006, and an America's Top Physicians award from Consumer Research Council in 2013 and 2014.

Dr. Paasch is a member of the following professional societies: American Academy of PM&R; American Congress of Rehabilitation; American Medical Association; American Running and Fitness Association; National Conditioning and Fitness Association; American Association of Electrodiagnostic Medicine; American Association of Orthopedic Medicine; International Spinal Injection Society; Hampden District Medical Society; Massachusetts Medical Society; Rutgers Medical School Alumni Association; Massachusetts Head Injury Association; American Medical Athletic Association; New England Pain Association; North American Spine Society; Advisor to the National Medical Underwriting Risk Purchasing Group, Inc.; and Olympic Sports Medicine Society.

Dr. Paasch is affiliated with medical facilities including: Rehab West, 14 Chestnut Place, Ludlow, MA, Active Staff; Noble Hospital, 115 W. Silver Street, Westfield, MA; Baystate Medical Center, 759 Chestnut Street, Springfield, MA; Cooley Dickinson Hospital, 30 Locust Street, Northampton, MA, Active Staff; and Mercy Medical Center, 271 Carew Street, Springfield, MA.

Mr. Nicholas Tamborrino, PharmD

Current: Executive Director-Bluepoint Wellness CT

Nick is the founder and executive director at Bluepoint Wellness of CT. He has over 14 years of experience in multiple areas of pharmacy practice with extensive focus in Managed Care, Retail, Healthcare Informatics and Hospital settings. Nick is a dedicated healthcare professional seeking to bring a more standardized and safer approach to cannabinoid therapy in Connecticut. He strives to be a leader in the dispensing of medical cannabis by focusing on patient experience, education, and positive outcomes.

Most recently, Nick worked in the Information Technology Department for Yale New Haven Health System as an analyst. In addition, he has worked as a clinical pharmacist at multiple hospitals throughout Connecticut. For several years, he worked at CVS/Caremark as a Clinical Advisor responsible for Connecticut and New York markets. Nick began his career in the clinical supply operation department at Bristol-Myers Squibb Pharmaceutical Research Institute where he assisted with label compliance matters.

Nick earned his Doctor of Pharmacy degree in 2002 and his Master of Business Administration in 2011, both from the University of Connecticut. He is a member of Connecticut Pharmacists Association and a member of Canadian Consortium for the Investigation of Cannabinoids. Nick also serves as President for the Academy of Medical Marijuana Dispensaries in Connecticut.

OPERATIONS PLAN OVERVIEW

Operations Plan Overview

MAC's state of the art 2200 square foot dispensary facility located at 55 University Drive will provide patient consultation, education, and treatment with various high quality medical cannabis therapies in a safe, secure, welcoming environment. The project, if approved, would initially create at least 10 full time and up to 4 part-time jobs.

We are committed to providing a better quality of life for our patients through alternative health resources in a professional and compassionate environment, while improving the community through charitable events and services. Aided by education, mutual respect and positive encouragement, MAC will ensure that patients who enter our center will experience a feeling of security, belonging and well-being.

We will adhere to strict policies and procedures that ensure compliance and transparency in our operations, as well as safety for patients, employees, and community. We will provide only the safest, highest-quality products, featuring rigorous processing, testing, and secure and professional packaging. Our staff will be well trained in applying our care philosophy and we will strive to meet our patients' needs with respect and compassion. We will add value to our community through acts of service, educational offerings, charitable donations, active civic participation and providing free and reduce cost medicine to patients who have limited financial means.

Our unique mix of experience and commitment will enable Mass Alternative Care to be a constant and consistent provider in meeting the needs of the patient community and improving the quality of life for these patients and those around them.

Service Area

The medical marijuana dispensary industry is still in its infancy and is relatively undeveloped compared to most industries. The market is characterized by local culture, with dispensaries taking form based on the social climate of the communities in which they are located.

Projecting Hampshire County Medical Marijuana Market

Quantifying the market (the number of patients and/or potential revenue) is difficult to do because:

- There is no source of comprehensive information about dispensary operations and data.
- Data gathering is further impacted by HIPAA laws that specify strict handling of patient information for privacy reasons.

- Massachusetts has only just begun to see dispensaries open under its medical marijuana program. As of April 30, 2016, there are approximately 30,000 patient certifications which account for about .5% of the State population.

For financial forecasting purposes, we have analyzed the rate at which patients within other medical marijuana states, including Arizona and Colorado, have registered with their respective programs. These States have very comparable qualifying conditions and medical marijuana products that are available to patients to Massachusetts. For instance, the Colorado program has been in place since 2001, but it was not until 2009 that dispensaries were enabled — patient numbers subsequently increased from 5,051 in January 2009 to a peak of 128,698 (2.5% of the state's population) in June 2011 before leveling out to 106,817 (2.1% of the population) in June 2013.

For our business plan, we have used these comparable markets and adjusted for conditions specific to the program and patient base, resulting in registered patients comprising approximately 1.01% of Massachusetts' population after our first year of operations and 1.87% three years after we open our doors. Next, we analyzed the service area for our proposed location to determine the number of medical patients we expect to serve. We used county population analysis and drive-time and determined that as of 2014 (year latest population data is available) there are approximately 180,000 Tri-county residents within a 30-minute drive time of our proposed location. Assuming 1% of the service area population are patients, we expect 1800 patients in our service area when we open our doors. That figure is projected to hit approximately 3500 by 2018.

We assume that there will be three dispensaries serving the area (Northampton, Easthampton, Amherst) projecting our 1st year unique patient visits to number approximately 600. Amherst is an ideal location for our facility as Hampshire County's most populous municipality. Mass Alternative Care has built our initial financial model using similar growth rates in projecting patients within Amherst and the surrounding area to visit this location.

Community Safety

The building and surrounding areas will be monitored at all times to prevent loitering and any other potential disturbances to the quiet enjoyment of the neighbors and surrounding businesses. Our operating plan carefully considers traffic management; we will always work diligently to ensure we minimize traffic congestion in the area.

We do not expect that we will experience any undue threats to the security of our facility, our product, our employees, or our prospective patrons. In fact, speculation that medical marijuana establishments lead to increased crime rates has been largely discredited by empirical and statistical analyses by research and law enforcement agencies.

We anticipate, given our commitment to being model community members and our world-class operating standards, our medical marijuana establishment will contribute positively to the safety and security of the area surrounding our facility.

In keeping with our commitment to community, we will implement “responsible neighbor” trainings for our staff emphasizing sensitivity to the concerns of neighbors, and will require our staff and patients to adhere to a code of neighborhood conduct. Violation of our good neighbor policies can result in discipline, up to and including termination of employment for a staff member or termination of a patient’s dispensary access.

We will continue to work with community stakeholders, public safety agencies, health care professionals and city officials to ensure that the community is confident that we will be a responsible medical marijuana operator who can add social value and serve as a good neighbor.

Employees

Mass Alternative Care initially staff its Amherst dispensary facility with six on-site employees for efficient and smooth operations. The staff will include the Dispensary General Manager (1), a Member Services Associate (1), Patient Consultant (2), and Security Associates (2).

Dispensary General Manager – Closely supervises the Member Services and Patient Care departments in providing patient reception, patient education and support, new patient orientation, and a positive patient experience overall; ensures the dispensary is in strict compliance with all state regulations with regard to patient registration and dispensary access; ensures educational materials are available to patients; receives and resolves any patient issues; supervises the daily operation of the Member Services and Patient Care departments in providing excellent patient service; oversees retail package handling, medicine display, proper dispensary floor storage of medicine, and accurate sales transactions and reporting; ensure full compliance in dispensing of medicine; ensures Patient Care staff provides outstanding patient service by providing absolute accuracy in the sales process; monitors and analyzes sales reports, addresses patient concerns when necessary; oversees inventory and cash controls; orders and receives medicine; ensures storage, labeling, tracking and reporting of all medicine and cash, and enforces quality control standards. General Manager will be a current or former MA licensed Pharmacist.

Member Services Associate – Greets patients upon entrance to the dispensary, verifies and checks in patients, conducts new patient orientation and education, orients patients as to their legal rights and responsibilities, inputs data into patient database, addresses questions and resolves complaints, addresses special needs, and assists the Security team in monitoring the dispensary’s security status.

Patient Care Associate – Provides outstanding patient service by efficiently providing medicine with absolute accuracy in the sales process; ensures medicine is sold only to current registered patients carrying a valid registration card, and that all sales are accurately and comprehensively tracked in the POS system.

Security Associate – Works as a member of the security team to implement security policies and procedures to protect the property, confidentiality and assets from theft, damage or acts of vandalism; acts as a visible resource for the responsible and secure operation of the facility, interacting with patients and staff in a positive manner, while maintaining compliance with dispensary rules of conduct and state laws and regulations.

Patient Experience

Prior to entering the MAC dispensary all patients must present two forms of identification for visual inspection by a member of our Security team. These forms of identification include:

- A valid, unexpired Patient or Caregiver Registration Card, issued by the Massachusetts Department of Public Health, and,
- A valid, unexpired government-issued photo ID card with name, photograph, and date of birth, which matches the information on the Registration Card. This will be limited to one of the following:
 - Driver's License
 - Government-issued ID card
 - Military ID card
 - Passport

Once identification has been verified by a member of our Security team, patients will enter the building through a secure vestibule area; this double-door system will serve as an additional measure to control access to the building. Once a patient's identity has been verified, and they have been granted access to the building, one of our Member Services Associates will query the patient's record on the DPH website. If a patient has reached their 60-day supply limit they will not be granted access to the dispensary floor and be informed that they are not allowed to purchase medicine at this time.

First time patients and/or caregivers will undergo a new patient intake and orientation session facilitated by a qualified Member Services Associate.

Once the intake and orientation is complete, the patient will be directed into the dispensary sales area where they will be permitted to purchase medicine.

Returning patients will follow the same procedures as above, with the exception of bypassing the new patient intake and orientation process.

Returning patients, upon verification by Security and database check-in and verification by Member Services, will be permitted to enter the dispensary floor where they may purchase medicine according to their allowable purchasing limits. The dispensary floor will consist of a long service counter containing multiple POS stations spaced a minimum of 4' apart from each other to allow for patient privacy. Medicine will be on display in the counter and secured under glass; the medicine display will be used to help educate patients, but the displayed medicine will not be accessible to patients.

A Patient Care Associate is assigned to each register. The number of registers open at any given time will be based on patient volume.

Patients will wait in a designated line until the next Patient Care Associate is ready to assist them. When the Patient Consultant calls the patient over, the patient approaches the service counter, is greeted warmly by the Patient Consultant, and is asked for their Registration ID Card. The associate swipes the ID card in the POS, which pulls up the patient's database record and notifies the Patient Care Associate as to whether the patient has already checked in. The Patient Consultant will also verify the patient's purchasing limits at this time.

The Patient Care Associate then assists the patient with selecting medicine, including determining the type of medicine and/or products needed, quantity needed, and price point. Patient Consultants will be extensively and repeatedly trained and evaluated to ensure they have the skills and knowledge to effectively educate patients about types and effects of each medicinal offering and methods of consumption.

Once medicine and products are selected, the Patient Care Associate rings up the patient, receives payment, affixes the required label to each unit of medicine, bags the order, and ensures the patient's purchase data is immediately updated in the state's electronic database. Once the transaction is complete, the PCA calls over the next patient from the line cue.

At the conclusion of the sales process, patients will leave the dispensary floor and exit the building.

MAC's POS will be capable of debit card and credit card transactions to reduce cash-on-hand with its potential security threats.

To ensure security, a member of the Security team will monitor a live feed of the dispensary floor and another member of the Security team will conduct regular walking inspections of all public areas.

Delivery Plan

Medical Marijuana products are delivered in “ready for sale” packaging. All product deliveries will take place between the hours of 8AM – 10AM. Product delivery days will be randomly scheduled on a “just in time” basis to minimize product requiring storage on site. The vehicle will enter our secure, enclosed loading area in the rear of the facility. Once the vehicle is in the secure area the security gate will close and remain closed throughout the duration of the delivery. All deliveries are made through the rear door of our space and completed under the watchful eye of our video surveillance system and Security Associate.

MAC will not originate patient deliveries from this location. All patient home deliveries will originate from our Chicopee facility to comply with strict DPH regulations

Inventory Control

Mass Alternative Care has developed detailed Inventory policies and procedures based on best practices medical marijuana industry.

Bulk packaged, inventoried medical marijuana flowers and preparations, will be stored in a vault within the Inventory department equipped with adequate lighting, ventilation, and temperature and humidity controls.

In addition to being guarded by biometric locks, keypad access codes, and digital inventory logs, the vault will be monitored 24/7 by remote access camera monitors and by our security services provider and digitally recorded and indexed for review. Medical marijuana and medical marijuana products in the vault will not be removed until needed for transfer or sale. Any marijuana that is outdated, damaged, deteriorated, mislabeled, or contaminated, or for which the containers or packaging have been opened or breached, will be stored in a separate, locked and enclosed “Destroy Box” within the vault until destruction.

Seed-to-Sale Tracking

For inventory management, among other things, Mass Alternative Care plans to utilize BioTrackTHC. BioTrack is a fully integrated Point of Sale (POS), Inventory Control, Growhouse Tracking, and Patient Management system and is one of the only complete seed-to-sale systems available on the market today. This software has been specifically designed to serve registered medical marijuana dispensaries.

From an inventory control perspective, BioTrack supports ordering, receiving, storing, sales, adjustments, labeling, disposal of unusable medicine, and audits. BioTrack fully supports the recording and tracking of the daily beginning inventory, daily ending inventory, acquisitions,

harvests, sales, disbursements, and disposal of unusable marijuana. Records are retained indefinitely. It is a true seed-to-sale POS solution.

Robust inventory reports in the POS system show current inventory levels. Each product has a unique transaction history that shows every sale and addition/removal from inventory, as well as a date/time stamp and the user ID of the dispensary agent who executed the transaction.

The General Manager will conduct and document an audit of the dispensary's inventory, using generally accepted accounting principles, at least once every 30 calendar days. At a minimum, per regulations, documentation will include the date of the inventory, a summary of the inventory findings, and the names, signatures, and titles of the individuals who conducted the inventory. (Our inventory counts will reflect a great deal more information.)

Should any material reduction in the amount of medical marijuana in the dispensary's inventory occur, Mass Alternative Care will determine where the loss has occurred and take and document corrective action. All losses and/or disappearances must be reported to the Security Manager to determine whether an Incident Report is required.

In addition to a Monthly Inventory Count, the General Manager conducts a Vault Count once a week. The Vault Count is a physical count of all inventory contained in the vault and helps maintain stricter controls and resolve potential problems more quickly.

Mass Alternative Care's staff will also perform a physical inventory count of all medicine on the inventory shelf reconciled by the General Manager with the Inventory Shelf Report. The Inventory Shelf Report is a custom POS report that takes the stocked amount – total amount moved from location A (the vault) to location B (the inventory shelf at the service counter) – and subtracts sales. (The Inventory Shelf Report does not include medicine in the vault, as that will be physically counted once a week and compared to the Inventory Vault Report.)

Recordkeeping

Mass Alternative Care will implement recordkeeping policies and procedures, including the tracking of patient records, including purchases, denials of sale, any delivery options, confidentiality and retention. In addition, Mass Alternative Care will implement recordkeeping policies and procedures to ensure that records are maintained as required in any section of 725.000. Specifically, Mass Alternative Care will maintain the following records:

- Operating procedures including security measures, employee security policies, storage of marijuana, recordkeeping and inventory protocols, plans for staffing and quality control, emergency procedures, drug-free workplace policies, patient education description, pricing standards and procedures, production and distribution policies and procedures, as required by 725.105(A)

- Inventory records as required by 725.105(G)
- Seed-to-sale tracking records for all marijuana and MIPs as required in 725.105(G)(5)
- Personnel records that include job descriptions, a personnel record for each dispensary agent that includes a copy of the dispensary agent application submitted to DPH, performance evaluations, documentation of all required training and verification of reference, a staffing plan, personnel policies and procedures, and all CORI reports obtained in accordance with 725.030(C)
- Business records including assets and liabilities, monetary transactions, books of account, sales records, and salary and wage information
- Waste disposal records as required by 725.105(J)(5)

Mass Alternative Care will utilize BioTrack – an encrypted, secure electronic patient database that is strictly controlled and continually backed up to store required patient records.

A patient record will be established and maintained for each qualifying patient who obtains marijuana from the dispensary. All entries made to the qualifying patient record will be dated (date and time) and signed (electronically) by the authorized dispensary agent making the entry and will include the dispensary agent registry identification number. An entry within the patient record will be made to reflect each purchase, denial of sale, and educational materials provided. This data will also be analyzed to monitor the performance of the dispensary and improve the variety of services offered.

Since the DPH Electronic Dispensing & Registration System will not be configured to interface with existing POS systems, MAC will manually access and consult with the DPH web-based system hosted by the Commonwealth within the Virtual Gateway. Information that must be verified and/or updated to the system, including transaction information, will be done so manually during the patient check-in and/or sales process.

All systems accessed by dispensary agents will be password protected. In addition, each authorized dispensary agent will be assigned a unique code that will be used as their electronic signature. A record will be kept of all logins and records created or edited during that login time. Any paper documents that require retention will be stored in a locked cabinet with access limited to the Patient Services Manager and General Manager. Any hard-copy information not stored will be shredded and disposed of in a secure receptacle.

Patient Education

Mass Alternative Care will ensure the availability of an adequate supply of up-to-date educational materials. Whenever possible these materials will be available in languages

accessible to all patients we serve, as well as for the visually and hearing impaired. These materials will be made available for inspection by DPH upon request.

Each patient and caregiver who registers for membership at Mass Alternative Care will receive his or her own copy of our Patient Handbook. The contents of the Handbook will be reviewed in detail with every patient during the patient orientation and registration process. The Patient Handbook contains a wide variety of topics to educate patients about Mass Alternative Care, including:

- Rules and regulations to abide by from state and local laws;
- Research studies on health effects;
- A warning that marijuana has not been analyzed or approved by FDA, that there is limited information on side effects, that there may be health risks associated with using marijuana, and that it should be kept away from children;
- A warning that when under the influence of marijuana, driving is prohibited by M.G.L. c. 90, s. 24, and machinery should not be operated;
- Information to assist in the selection of marijuana, describing the potential differing effects of various strains of marijuana, as well as various forms and routes of administration;
- Tools for tracking the strains used by patients and their caregivers and their associated effects;
- Information describing the impact of potency and its role in determining proper dosages and titrations for different routes of administration;
- A discussion of tolerance, dependence, and withdrawal;
- Facts regarding substance abuse signs and symptoms, as well as referral information for substance abuse treatment programs;
- A statement that registered qualifying patients may not distribute marijuana to any other individual, and that they must return unused, excess, or contaminated product to the RMD from which they purchased the product, for disposal; and
- Any other information required by DPH.

Mass Alternative Care staff members are committed to providing patients accurate information on the health effects of medicinal marijuana. All staff members will complete medicinal marijuana risk and benefit training, conducted through the use of a PowerPoint presentation entitled, "Marijuana: Benefits and Risks."

The PowerPoint presentation is used with permission and was compiled by Amanda Reiman, M.S.W., PhD. Dr. Reiman conducted the first-ever research study to examine how medical marijuana dispensaries operate as community health service providers. She earned her master's degree in social work from the University of Illinois, Chicago, in 2002, and her PhD in social welfare from the University of California, Berkeley, in 2006. Dr. Reiman served as the director of research for Berkeley Patients Group, a lecturer in the School of Social Welfare at UC Berkeley and also a core instructor for the "Putting Patients First Training" provided by Americans for Safe Access.

Mass Alternative Care's Medical Director will monitor medicinal marijuana research to ensure that Mass Alternative Care provides our patients with the most accurate information related to the health effects of medicinal marijuana, and that the content contained in the Patient Handbook is accurate and up-to-date.

Mass Alternative Care will also provide educational materials from Americans for Safe Access (ASA). ASA has compiled a number of educational booklets covering a range of medicinal conditions and the efficacy of medicinal marijuana in treating these conditions.

These booklets are concise summaries for the administration of and current research regarding the application of medicinal marijuana in treating the associated condition. They contain clinical as well as anecdotal evidence on the efficacy of medicinal marijuana treatments and include citations of relevant research materials for further reading. These booklets will be available to all patients free of charge.

Booklets will be available for these specific conditions:

- Gastrointestinal Disorders and Medicinal Marijuana
- Chronic Pain and Medicinal Marijuana
- Multiple Sclerosis and Medicinal Marijuana
- Cancer and Medicinal Marijuana
- Arthritis and Medicinal Marijuana
- Movement Disorders and Medicinal Marijuana
- Aging and Medicinal Marijuana
- HIV/AIDS and Medicinal Marijuana

Product Offerings

Mass Alternative Care's product line will include the following:

Product Line	Comments
Flowers	Dried marijuana flower that can be rolled into papers, smoked in a standard pipe or a water), or vaporized with vaporizer products (believed to be the safest form of inhalation).
Extracts	Extracts are manufactured by separating the trichomes (semi-transparent, granular, hair-like outgrowths) from the marijuana flowers to create a concentrated dose of this specific part of the marijuana plant.
Preparations	Pre-rolled cigarettes, tinctures, dermals, salves and capsules.
Edibles	Cannabis oil in edible marijuana usually takes longer to take effect (20 minutes to an hour or more), and the effects generally last longer than smoking or vaporizing.
Medical Delivery Devices	Vaporizers and other devices commonly used to administer medical marijuana to qualified patients.
Media	Books and DVDs relating to medical marijuana use.

Service Offerings

Mass Alternative Care places a high emphasis on education—we will provide ample information to help patients choose products appropriately and understand how to use them effectively.

Other than services directly related to patients and sales, Mass Alternative Care also plans to provide a wide range of other services designed to help patients maintain a healthy lifestyle. Many programs and services will be available at no charge. The list will include workshops, support groups, and other programs, including:

- Modules on medical marijuana compliance;
- Counseling focusing on proper medication practices and avoiding substance misuse;
- Educational support for those new to medical marijuana;
- Resource services (referrals for a wide variety of essential life, social and economic services);
- A library providing patient information on medical marijuana, holistic healing, legality issues, and advocacy/activism; and

- Select workshops.

All of these services will be available to members, free of charge. The retention of services will depend on patient demand and what we learn through our Community Needs Assessment. Additional services, including one or more of those set forth in the list of potential expansion services may be added based upon patient and community feedback.

Patient education will be taking place in the context of virtually every service we offer. As part of our education and counseling, we will offer a library that will include information on general holistic healing, medical marijuana use, and research. Understanding that patients will have different education levels and reading skills, we plan to offer our material in a variety of formats, including DVD, video, online, and tape formats. We also plan to offer directly and through partner collaborations patient advocate or licensed, clinical, social work services. We will have a full-time staffing position dedicated to:

- Providing one-on-one patient counseling,
- Managing our referral network to ensure that we have working and trusted alliances with a wide variety of other patient groups and health care providers, and
- Working with other team members to set up and oversee our slate of member-to-member activities.

To remove barriers to access for certain populations, we plan to offer the following free or reduced-cost services:

- Advocate Referrals. Critical to enabling access to health care will be providing patients with expert assistance in locating providers and getting necessary referrals. This service will be offered by our center to all patients free of charge.
- Delivery. We would like to offer delivery to patients who are homebound or too infirm to travel comfortably. (Note: All Patient home deliveries will originate from our Chicopee facility) Our medical marijuana delivery service will comply with the strictest industry standards by implementing the following:
 - Transporter will be a dispensary member,
 - Vehicles will be insured,
 - Medical marijuana will be in a lockbox in the trunk,
 - Driver must sign for inventory from dispensary and must sign with each delivery and for ending inventory, and
 - All vehicles will have GPS.
 -

Substance Abuse and Misuse Counseling

We recognize the need to provide a safe environment that helps patients avoid substance abuse and misuse. Our employee-members will be trained to recognize the signs and symptoms of substance abuse, including tolerance, dependence and withdrawal. In our workshops, clinics and materials, we will emphasize personal responsibility for individual behavior. We will also provide information about the differing strengths of medical marijuana strains and products, as well as the potential drug-to-drug interactions, including interactions with alcohol, prescription drugs, nonprescription drugs, and supplements. Each patient and caregiver will receive a list of substance-treatment facilities and counselors located within 50 miles of the dispensary. Finally, working with our member-managers, patient education about the potential abuse of medical marijuana will be integrated in all patient visits, materials and outreach.

Employee Training

Mass Alternative Care has a comprehensive training curriculum that instructs department managers how to train staff members, and ensure comprehension and performance levels by using a Final Performance Test for each employee. The Final Performance Tests are comprised of demonstrable and measurable skills and knowledge required to perform basic job functions as identified in job descriptions. All employees will be required to pass a Final Performance Test before being moved out of their probationary employment period.

The overall training curriculum is comprised of Leader's Guides, which provide scripts for teaching all of the policies and procedures contained in the Operations Manuals and Trainee Workbooks that serve as a resource for each new hire during his or her training period. The training tools reference our Operations Manuals and operational supplements so that all employees are consistently and properly trained. These training references to official operational content reinforce employees' understanding that all policies and procedures are found in the Operations Manuals and operational supplements should they ever have questions.

The training curriculum also provides Quizzes and Daily Recaps to ensure the retention of detailed learning and performance objectives throughout the training process. All training is documented and filed in each employee's human resource file securely located in the GM's office.

All employees go through Orientation Training, Safety Training, and Medical Training, irrespective of department. Upon completion of those modules, employees then complete their respective departmental training programs that cover all of the policies, procedures, knowledge, and skills required to operate effectively and in full compliance within the respective departments.

Mass Alternative Care's Orientation training module will generally be conducted by the GM. The following is covered during Orientation:

- Welcoming of the new hire
- Completion of paperwork and administrative tasks such as assigning POS logins, email addresses, etc.
- Review of the Patient Handbook
- Review of the Employee Handbook, detailed instruction, and quiz
- Review of the Safety Handbook
- Legal training, including all state and federal laws relating to marijuana and medical marijuana, legal obligations of licensed marijuana dispensaries, rules and regulations of the dispensary, sexual harassment (no tolerance), effective interaction with law enforcement personnel, and the rights and responsibilities of medical marijuana patients
- Tour of the dispensary facilities and introductions to fellow staff
- Injury & Illness Prevention Program

Safety training immediately follows Orientation Training and will be conducted by a member of the Security management team. In addition to its focus on safety, safety training will include acceptable currency identification and counterfeit detection, warning signs of possible diversion to the illegal market, lock and alarm procedures, perimeter and entrance control, robbery response techniques, conflict resolution techniques, and diversion detection techniques.

Ideally, Medical Training will be conducted by the dispensary's Medical Director or at a minimum will involve the Medical Operations Specialist with applicable portions of the training. The Patient Services Manager, in collaboration with the dispensary's Medical Operations Specialist, may also conduct this training. Medical Training may be conducted at any point in the employee's initial training period so long as it is completed before the employee's Final Performance Test.

Medical Training topics will include:

- Privacy policy and procedures to ensure maintenance of patient confidentiality and proper handling of individual medical data in compliance with HIPAA**
- Rights of and sensitivity toward disabled individuals
- How to identify and interact with a patient having a medical emergency

- Medical Marijuana Risks & Benefits Training
- How to provide support to patients and caregivers related to the assessment of symptoms
- Cannabis Use Patterns and the Detection of Dependence
- How to effectively refuse medical marijuana to patients who appear impaired or abusing marijuana

**Only authorized dispensary agents who have been trained on Mass Alternative Care's privacy and recordkeeping policy and procedures will have access to patient records.

For a complete list of specific departmental training topics, a copy of each department's Leader's Guide will be available for the provisional inspection process.

In addition to associate level training, all management level employees including members of the Executive Management Team are required to successfully complete a week-long, 8-hour a day, intensive management training course conducted by industry experts and other seasoned professionals with expertise in areas of management (HR, legal, financial, medical, etc.).

The dispensary's Medical Operations Specialist will be constantly monitoring and evaluating the content and quality of patient educational tools as well as the skill level of employees in educating patients and recognizing patterns of substance abuse. Additionally, the dispensary's Medical Operations Specialist will conduct at a minimum an annual evaluation of all patient education materials and tools as well as conducting at a minimum annual employee training sessions.

At a minimum staff will receive 8 hours of ongoing training each year, but generally much more.

SECURITY PLAN

Mass Alternative Care, Inc. - Security Plan

Public Safety Concerns

Contrary to initial concerns, the establishment of a medical marijuana facility has been shown to actually deter crime in the surrounding community due to the significant investment in security personnel and infrastructure. Several studies have concluded that marijuana facilities do not lead to increased crime in their communities:

- In late 2010, the Denver Police Department analyzed crime rates in areas in and around dispensaries. The Department found that crime was down 8.2% in 2010 when compared with the same period in 2009, and as compared to an 8.8% drop in crime for the city overall.
- In a June 2011 Regent University study, researcher Maura Scherrer found that most crimes, including robbery, vandalism, and disorderly conduct increased in Denver from 2008 to 2009. However, in areas within 1,000 feet of a dispensary, rates were down for most types of crime (including a 27.5% reduction in disorderly conduct citations). She concluded, "it appears that crime around the medical marijuana centers is considerably lower than citywide crime rates; a much different depiction than originally perceived."
- A March 2014 study by researchers at the Program in Criminology at the University of Texas at Dallas analyzed the FBI's Uniform Crime Report Data for states across the country between 1990 and 2006 and found that medical marijuana laws were not proven to have a crime exacerbating effect on any of the seven crime types they analyzed (homicide, forcible rape, robbery, aggravated assault, burglary, larceny, and auto theft). Additionally, they found that medical marijuana laws preceded reductions in homicide and assault.

The establishment of Mass Alternative Care's RMD will encourage visitors to the neighborhood, while the benefits of an increased security presence around the facility will have a significant positive impact on the entire neighborhood. MAC has a multi-tiered and sophisticated security system, with layers of surveillance cameras used both inside and outside the premises, and security guards employed to ensure safety. MAC's presence will serve as a general deterrent to criminal activity and other problems on the street, thereby ensuring a safe environment not only for dispensary members and staff but also for neighbors and businesses in the surrounding areas.

Prevention Plan

Distribution of Marijuana to Minors

Mass Alternative Care will implement a thorough verification process prior to dispensing medical marijuana products to patients to prevent distribution of marijuana to minors.

MAC will only dispense medical marijuana to a registered qualifying patient who has a current valid certification, or to his or her personal caregiver, and only the amounts of marijuana set forth pursuant to 105 CMR 725.010(H) and the calendar set by the patient's certifying physician. These patients and caregivers must be at least 18 years of age. Those patients under the age of 18, verified by the Department as required, must assign a designated caregiver (their parent or legal guardian) who will be responsible for obtaining medical marijuana for the patient.

Before dispensing medicine, registered qualifying patients and personal caregivers must be identified by both their valid registration card AND photo identification proving identity (name, photo, DOB), such as a driver's license, government-issued ID card, military ID card, or passport. If a patient cannot produce the identification listed above, and/or does not have a valid certification in the DPH database, then we will not permit the patient/caregiver to enter the facility and purchase medicine.

Marijuana Possession and/or Use on Town Property

MAC will not allow any burning or consumption of any product containing marijuana or marijuana related products on the premises.

Mass Alternative Care will ensure that our patients and employees are educated on the prohibitions surrounding medical marijuana possession and/or use on city property. All medical marijuana dispensing operations at MAC will take place on private property located within the required zoning district.

MAC will display signage including the following language "Registration Card Issued by the MA Department of Public Health required" at a minimum of two inches in height.

All new MAC patients will be required to complete a new member orientation. The orientation will include a guided tour of the dispensary and a review of the Patient Handbook and Good Neighbor Policy. All patient members will be required to adhere to MAC's Membership Agreement and Code of Conduct. The Membership Agreement and Code of Conduct explicitly states that patients will be terminated for violating any of MAC's rules and regulations, including diversion of medicine. MAC's Code of Conduct is as follows:

Good Neighbor Policy

“As a member of the dispensary and this community, we ask that you be especially mindful of our neighbors. We have worked hard to establish a positive relationship with our neighbors, the town, and the police department. Please be respectful of our neighbors’ rights, privacy and property.

“We encourage you to help us keep our commitments to our neighbors by not creating a nuisance or lingering in the parking lot or sidewalk areas. Always be careful and courteous when entering or exiting the parking lot. These simple precautions will keep neighbor relationships in good standing and help prevent any legal interference with our operations. With your support, we plan to be here to serve you for years to come.”

Code of Conduct

Dispensary members must abide by the following rules and regulations and will be required to attest to this during the membership process. We reserve the right to terminate membership for any violations of our Code of Conduct with no warnings or second chances.

- Members must be at least eighteen (18) years old and have a state-issued Registration Card to access dispensary services. Parents or court-appointed legal guardians must have a valid designated caregiver Registration Card to obtain service on behalf of legally qualified patients who are younger than eighteen (18) years old.
- Only legally qualified patients and caregivers may register as members of the dispensary and access dispensary services.
- Prior to registering, all potential patients must participate in a brief orientation and provide verified identification.
- Members must bring their current Registration Card and current state-issued photo identification every time they visit the dispensary.
- State regulations prohibit members from receiving more than 10 ounces of medical marijuana every 60-day period depending on the length of their certification.
- No ingestion of medical marijuana is allowed on dispensary premises and the smoking of marijuana is not allowed in any public place or on public transportation in the state of Massachusetts.
- No loud music, unattended barking dogs, or other noise disturbances to the neighborhood are permitted on dispensary grounds or nearby premises.

- Re-sale of medicine is prohibited. By state law, all re-sales of medicine will result in immediate suspension of services. Violators will be reported to the Massachusetts Department of Public Health.
- Loitering and/or littering in our neighborhood is prohibited.
- Posting dispensary material, including stickers and labels, in public places is prohibited.
- Only one car per member will be allowed to enter the parking lot. Please do not bring more than one non-patient with you. Repeated violations of this rule can lead to suspension.
- Members may purchase medicine only for their use, or in the event that they are a caregiver, only for their patient's use. Purchases of quantities that exceed those of personal use are prohibited. Patients always have the right to ask retail associates to reweigh the medicine if desired.
- To prevent contamination, members should never touch the medicine.
- No weapons are allowed at the dispensary.
- No audio, video or photographic recording is permitted in order to protect the privacy and confidentiality of all dispensary patients.
- No cell phone usage is permitted anywhere at the dispensary.
- All members and staff are to treat each other with respect and courtesy at all times. Threatening, abusive or disrespectful behavior is strictly prohibited.
- No littering in the parking lot. All trash must be properly deposited in the trash cans provided.
- All problems and complaints must be directed to Patient Services personnel.

In addition to the Code of Conduct, MAC staff verbally inform new members that:

- Use of medical marijuana is reserved only for legal patients.
- Diversion of medical marijuana is unlawful.
- Members must leave the site and not consume medical marijuana until at home or another appropriate location.
- Smoking marijuana is prohibited at all times in public places or on public transportation.
- Forgery of medical documents is a felony.

Public Health Consequences

Mass Alternative Care is committed to instituting measures in an effort to prevent drugged driving and other adverse public health consequences associated with marijuana use. MAC will educate all patients on the use of medical marijuana. This is especially important if it is the first time the patient is using medical marijuana, or if the patient is using a different format for ingesting the medicine. MAC patient consultants will provide patients with a comprehensive understanding of MAC's rules, special discount programs and library resources; various methods of medical-cannabis administration and/or ingestion options, and related side effects; safety, effectiveness and techniques relating to edibles and drinks, and the safe consumption of medical cannabis; information comparing and contrasting Indica vis-à-vis Sativa; and recent scientific literature on clinical applications and health effects of medical marijuana.

While not every patient will want to ask questions, or discuss his or her medical condition, every patient will be encouraged to ask any questions of the MAC patient consultants. The patient consultant will focus on the symptoms being treated, rather than the disease or illness causing the symptoms. The patient consultant will ask the patient about past experiences with the medication, including perceived benefits and side effects.

Mass Alternative Care believes that our best marketing efforts, and our best product, is the expertise and knowledge of our dispensing staff who can pass along to our patients their knowledge of the effects of different strains, various forms of ingestion, and the use of topical products. This one-on-one personalized service will enable MAC's patients to choose the best and most effective medical cannabis for their symptoms and illness and use their medicine responsibly.

All of the alternative dosage forms are laboratory tested for cannabinoid content, strength and consistency. They are provided to patients in sealed, tamper-proof packaging, and labeled with the name of product, nutritional information, cannabinoid content and other applicable information (i.e. strain, batch, quantity, etc., as appropriate), to be in compliance with the laws, rules and regulations of the State of Massachusetts.

While always exceeding the state's specific standards for product labeling, additional labeling on all medical-cannabis products will include:

- "For Medicinal Use Only, Not For Resale;"
- "Keep Away From Children;"
- "WARNING: Marijuana use can impair an individual's ability to drive a motor vehicle or operate heavy machinery. Marijuana smoke contains carcinogens and can lead to an increased risk for cancer, tachycardia, hypertension, heart attack, and lung infection."

In terms of the public health impact of medical marijuana, various studies have indicated that the use of marijuana for medical purposes does not pose an immediate threat to public health.

In addition, medical marijuana has been reported as an effective tool in treating opiate addiction. A 2013 study out of Wayne State University Medical School found that medical marijuana patients consistently reported using marijuana to substitute or wean off prescription narcotic drugs. All interviewed patients and producers reported having reduced their overall drug use, especially the use of opiates, by using medical marijuana. A 2012 Canadian study found that among medical marijuana patients from four dispensaries in British Columbia, 75.5% of respondents cited using cannabis as a substitute for another substance (41% reported using cannabis as a substitute for alcohol, 36.1% use cannabis as a substitute for illicit substances, and 67.8% use cannabis as a substitute for prescription drugs).

Preventing Violence, Diversion, and Illegal Activity (Including Trafficking)

In order to ensure our facility has adequate security coverage, we will employ onsite security guards during business hours. All security personnel will be required to complete an intensive department training and formal skills evaluation as a condition of employment. Training will include the proper use of security measures and controls that have been adopted by the dispensary for the prevention of diversion, theft, or loss of marijuana; procedures and instructions for responding to an emergency; state and federal statutes and regulations regarding confidentiality of information related to medical use of marijuana. All security personnel will also be required to complete an annual orientation and training seminar.

In addition, we have developed comprehensive security policies and procedures for employees regarding threats and acts of violence, and reporting security-related incidents such as theft, loss, vandalism, malicious or unauthorized use of company equipment or facilities, and allegations of employee misconduct. The Security Manager is responsible for ensuring this training occurs and for periodically quizzing dispensary agents to ensure the knowledge is retained.

We have gone to great lengths to ensure our written policies are comprehensive, practical and suited for the industry. To achieve this, we've worked with leading experts to develop the comprehensive operational guides. All employees, including security personnel, will receive a copy of our Safety Handbook during Orientation Training. The Safety Handbook includes procedures for natural disasters (fire, earthquake, etc.), robbery, biological threats, evacuation plans, as well as safety and security prevention measures to ensure the safest environment possible and the ongoing well-being of members, staff, and the surrounding area.

We do not foresee the need to employ security guards during non-business hours as our advanced security surveillance and alarm system will provide more than sufficient protection of our RMD and the critical assets stored inside as described in the following sections.

MAC will provide the Police Department, Fire Department, Building Commissioner, Board of Health, and Special Permit Granting Authority with the names, phone numbers and email

addresses of all management staff and key holders whom one can provide notice if there are operating problems associated with the facility.

Firearms and Weapons

Mass Alternative Care will prohibit the presence of firearms and weaponry on all MAC properties. This will be reiterated to our employees and patients during orientation as well as through our handbooks and Code of Conduct. Violations of this policy will result in immediate dismissal of the patient and/or employee.

MAC does not intend to utilize armed guards for securing our RMD. Based on industry best practices and the professional experience of our industry advisors, we feel that the use of armed guards in our operations present several significant issues:

- The presence of an armed guard hasn't actually been shown to increase security;
- The range of security measures in our plan (including comprehensive intrusion detection, camera coverage, and limited access areas) work together to go above and beyond in terms of providing a very secure facility;
- The presence of armed guards disturbs the aesthetic of facilities designed to ensure a welcoming and inviting environment for patients; and
- The use of firearms causes tremendous legal issues at the State and Federal level, if a guard were to have to use force within the facility. Protections for the guard's behavior on-site do not exist, and the legal consequences for the use of a firearm in the presence of a controlled substance are unclear.

For these reasons, MAC's RMD will be strictly firearm and weapon free.

Diversion

Mass Alternative Care's POS System, BioTrackTHC, will be able to identify patterns in patient purchases that may suggest product diversion and/or excess patient possession. MAC will prominently post and educate patients on possession limits and reserves the right to refuse sales to a patient who exhibits suspicious purchasing patterns.

In addition to identifying patterns of abuse, MAC will intentionally set product pricing at or above the midpoint of the scale locally to discourage diversion and because of the higher quality of medicine that we will produce. To be conservative, we project a 3-5% annual decline in price for the first four years of operations to remain competitive as more dispensaries come on-line; however, we will actively monitor our pricing to discourage diversion.

Incident Reporting

We will utilize incident logs (referred to as Incident Reports) to document the occurrence of specific events. Security incidents should be reported in order to provide information to Management for decision-making, recovering lost or stolen property, obtaining restitution for losses, and aiding in the formulation of risk-reduction practices, policies and procedures. Each security Incident Report must be classified using one of the following:

- Any Security incident/law violation which may result in the dismissal or prosecution of employee(s)
- Alarm/False - Fire
- Alarm/False - Security
- Arrests by law enforcement
- Assault, attack, molestation or threats of/to employees while on company property or in the performance of their work
- Break & Enter - Building
- Burglary or attempted burglary of the building(s)
- Confrontations between staff and others
- Damaged Property - malicious or extensive
- Disturbance - Employee/Visitor/Contractor/Visitors
- Drug Abuse
- Fire
- Found Property
- Incidents which have a potential for receiving media coverage
- Injuries to staff, contractors, visitors, clients
- Incidents involving homicide, weapons, hostages, sabotage, explosions or hazardous chemicals
- Lost or stolen medicine [MUST BE REPORTED TO LOCAL LAW ENFORCEMENT. SEE SECTION BELOW ON REPORTING TO LAW ENFORCEMENT OFFICIALS.]
- Missing Property - Facility/Personal
- Misuse of company information and data processing where financial gain or damage to MAC is involved
- Reports of substance abuse or sale of narcotics on property

- Robbery - Armed/Unarmed, or attempted robbery committed on MAC property, or of a MAC employee in the course of company business, regardless of whether anything was taken
- Sexual Incident - Harassment/Assault/Obscene Call/Other
- Suspicious Person - Contacted
- Suspicious Person - No Contact
- Suspicious Circumstances - General
- Theft or vandalism of property by an employee
- Theft or loss of credit cards
- Theft, forgery or alteration of checks
- Theft, unauthorized disclosure, loss, malicious destruction of proprietary information, or physical assets classified as sensitive, high-risk or confidential to include espionage, eavesdropping or other improper means of obtaining same
- Threat - Bomb
- Threat - Other, received by staff, visitors or contractors
- Trespass
- Vandalism - Facility/Personal/Vehicle
- Violation of any other law on company premises

In general, all thefts, damage, or loss over \$500 should be reported immediately. All security incidents listed above should be reported to the General Manager. Follow-up reports should be submitted concerning any significant developments relating to the incident. All incidents must be formally closed.

Reporting to Local Law Enforcement

In a non-emergency incident or when life/safety is not a concern, security personnel are required to work with the General Manager prior to reporting a relevant security incident to the police.

Any incident involving lost or stolen medicine must be reported to the Department and to local law enforcement via a police report. All reports must be made within 12 hours of becoming aware of the theft or loss.

To notify authorities, staff will do one of the following:

- Call 911.

- File in-person with the Police Department.
- Submit a written report to the Police Department.

We will investigate all work-related accidents in a timely manner. The Security Manager is responsible for accident investigation, and other management personnel will be involved as needed.

All incidents are documented on individual Incident Reports, but they are also tracked by type, location, and number of incidents on a monthly Incident Summary.

There is one Incident Summary “By Type,” and one “By Location.” Incident Summaries are completed at each month’s end and submitted to the General Manager, along with a copy of all Incident Reports for that month. All Incident Reports shall be maintained indefinitely by the Security Department.

Revenue

Mass Alternative Care will implement policies and procedures to effectively prevent revenue from the sale of marijuana from supporting criminal enterprises, gangs, and cartels. Our chief financial officer will be responsible for managing all financial tasks for our organization including financial accounting and reporting, payroll preparation and administration, budget preparation, project management accounting, and risk management.

The BioTrack THC system is designed to collect data associated with business management including assets, liabilities, monetary transactions, and the like. BioTrack THC keeps a real-time record of all processes within the RMD. Detailed, refined reports may easily be configured to produce the information required by management or upon inspection by state and local regulators. BioTrack THC features password protection and unique codes that will be used as electronic signatures. Records will be kept of all logins and records created or edited during that login time.

Our Operations and Management Practices Plan calls for the organized and secure retention of all business records including: assets and liabilities; monetary transactions; written or electronic accounts that include bank statements, journals, ledgers and supporting documents, agreements, checks, invoices and vouchers; and any other financial accounts reasonably related to the RMD operations. Management will make frequent sweeps of cash drawers and place cash in the vault along with randomly scheduled cash pickups to deliver cash from the facility to our bank via armored car service.

Security Plan Overview

Mass Alternative Care has developed a comprehensive security plan to address the safety of people, product and the premises.

MAC will retail medical marijuana and other products for medical purposes according to Department of Health guidelines. MAC's standard operating procedures will be compliant with all regulations with regard to the dispensing of medical marijuana and will include strict identification / certification protocols and purchase limits for medical marijuana patients. MAC will only dispense marijuana to qualified patients who can provide their registration and ID to verify that their information is current in the Department of Health database.

MAC's operations will encompass a comprehensive security program to prevent diversion, theft, and loss of marijuana and to provide for the safety of all patients, caregivers and agents. MAC is working closely with the Amherst Police Department to address any security concerns that may arise. MAC will also hire only licensed, trained security agents to safeguard the premises. At least two security agents will be on-site during all hours of operation.

As part of its security plan, MAC will ensure that only qualified patients and caregivers that possess a valid State issued MMJ Identification card will have access to its facilities. Individuals not engaged in authorized activity will not be permitted on the premises. Employees must undergo state-mandated criminal history background checks as a condition of their employment. MAC dispensary agents will be required to visibly display their identification badges at all times. All contractors, vendors, and visitors will be required to log in and out with security, visibly display identification badges, and be escorted by a MAC dispensary agent.

All medicinal marijuana and Marijuana Infused Products (MIPS) will be stored in Limited Access Areas (LAA) in a secure, locked safe or vault to prevent diversion, theft, and loss. Any marijuana waste generated at the clinic will be stored in a dedicated, secure compartment within the facility, and will be transported back to MAC's cultivation facility for proper, secure disposal in accordance with Department of Public Health regulations.

The outside perimeter of the premises will be sufficiently lit to allow for surveillance, and foliage will be removed so as not to allow persons to conceal themselves from sight. Perimeter alarms will be placed on all entry points, and perimeter windows will have duress, panic, and holdup alarms that are connected to local law enforcement systems. The clinic will have a redundancy alarm system that will ensure an active alarm in the event the primary alarm is compromised and a failure notification system will notify management and local law enforcement in the event of a surveillance system failure within five minutes.

Video cameras will be used in all areas that contain marijuana, all entrances and exits, and in the parking lot. Our surveillance cameras will be angled to clearly capture all persons entering and exiting the facility entrances, and will be equipped with backup power sources to ensure that they remain operational during a power outage.

Our comprehensive security plan has been designed to monitor and protect all areas where a compromise to the safety and security of the building might occur. Particular emphasis has

been placed on patient and staff safety, safeguarding storage, handling and distribution of medicine. In addition, comprehensive operational policies and procedures have been detailed in the Security Department's Operations Manual.

Mass Alternative Care has contracted with a qualified Massachusetts security contractor that specializes in developing thorough security systems to develop and install a superior security system. MAC will also use internal loss prevention methods, standard retail cash handling procedures, and track daily reimbursements and expenses. The security policies and procedures implemented at MAC have been proven successful in safeguarding dispensaries.

Exceeding the security requirements of Massachusetts law, MAC will utilize a comprehensive security system designed to monitor and protect all potential areas of MAC. The principal concept of securing MAC's facility focuses on the following three areas:

- Safeguarding the storage of medicine.
- Providing a safe and secure environment for MAC staff, patients and visitors.
- Developing comprehensive audit procedures for the entire operation as related to the handling and distribution of the product.

The security system at MAC features four (4) elements that will work together to ensure maximum protection of the facility. These features are described below and include:

- Access Control System
- Intrusion Detection
- Lighting
- Video Surveillance System

Mass Alternative Care has included a floor plan of our dispensary facility on the following page to demonstrate the design scheme and security features to be used at MAC.

Mass Alternative Care

Camera located on new light pole

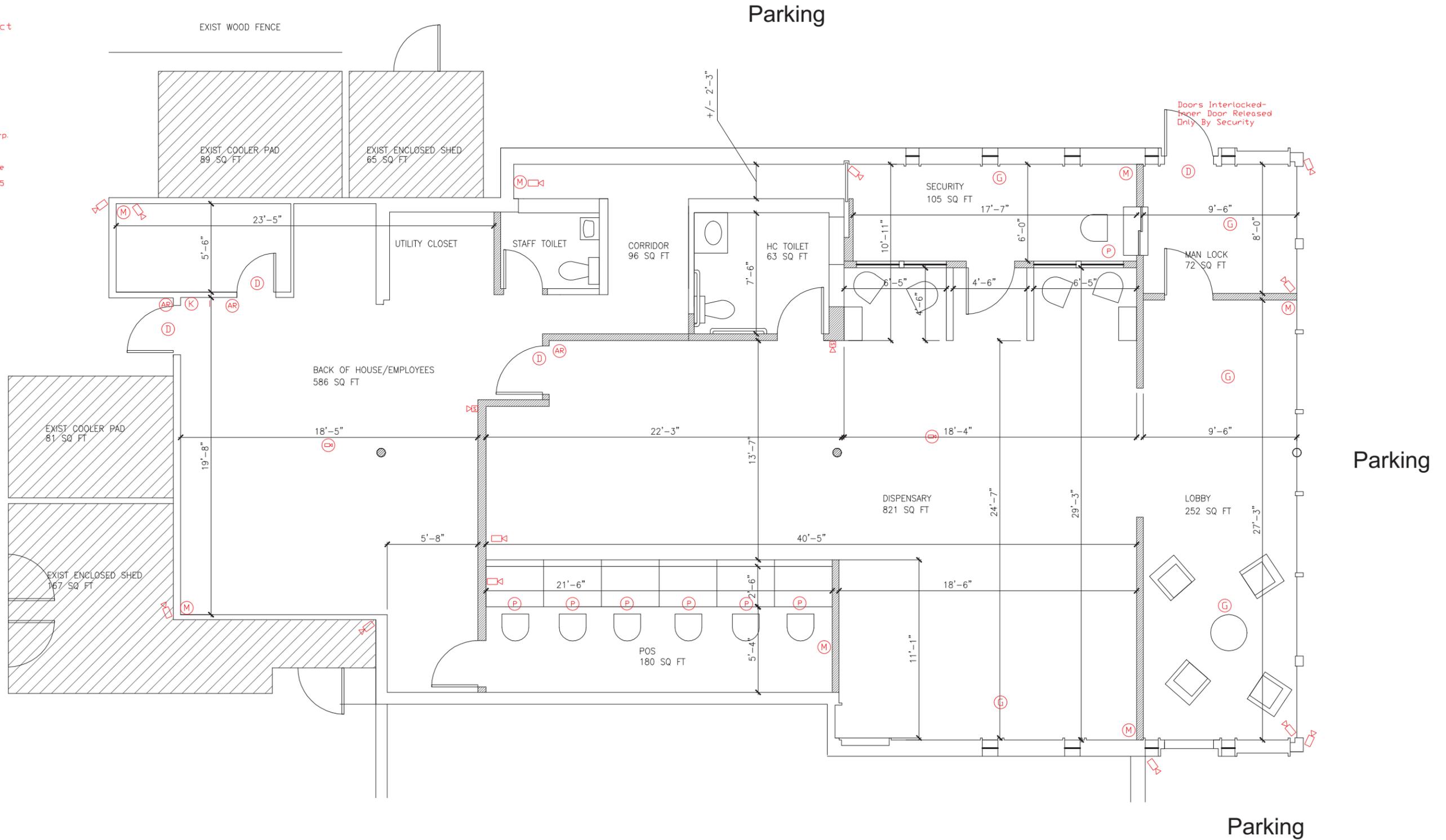
Camera located on new light pole

Camera located on new light pole

SECURITY LEGEND

- (K) Burglar Alarm Keypad
- (M) Motion Sensor
- (G) Glassbreak Sensor
- (AR) Access Reader
- (D) Door Contact
- (DH) Overhead Door Contact
- (P) Panic Button
- Camera
- 360 Camera
- Siren

Security Designed by:
 AlarmWorks-Cebula Electronics Corp.
 66 Main Street
 Chicopee, MA 01020
 413-594-9916
 Mass. Systems Contractors License
 1194C
 Mass. Security License SSCD 000525



Compliance with State-Level Security Requirements

The following sections detail our plans to comply with the safety and security measures outlined in 105 CMR 725.000 - Implementation of an Act for the Humanitarian Medical Use of Marijuana, §725.110.

725.110 (A) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Allow only registered qualifying patients, personal caregivers, dispensary agents, persons authorized by 105 CMR 725.105(P), and, subject to the requirements of 105 CMR 725.110(C)(4), outside vendors, contractors, and visitors, access to the RMD;

Response: Mass Alternative Care will limit access to all areas of the RMD where marijuana will be cultivated, processed and stored to authorized dispensary agents. MAC will control access to secure areas through the use of access control devices, including biometric locks (thumbprint access), which will ensure that access is limited to only authorized personnel.

In addition, all MAC staff will be required to visibly wear their DPH-provided dispensary agent registration card at all times while on-site and when making deliveries. A RMD executive will obtain a dispensary agent registration card for each principal officer/board member, directors, employees, executives, managers, and volunteers, as required by DPH.

For added security, visitor access will be strictly controlled. All outside vendors, contractors, and visitors must obtain and wear a visitor identification badge prior to entering any limited access area. All visitors will be escorted by a security associate escort at all times inside the enclosed, locked facility where marijuana is stored and/or cultivated. All visitors must be logged in and out, and that log will be available for inspection by the Department at all times. All visitor identification badges must be returned to the RMD upon exit.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Prevent individuals from remaining on the premises of the RMD if they are not engaging in activity expressly or by necessary implication permitted by the Act and 105 CMR 725.000;

Response: Loitering on or near Mass Alternative Care premises will be strictly prohibited. Any graffiti that may appear on the establishment will be removed or covered within 48 hours upon discovery or when notice is given by the local police office. During non-daylight hours, we will employ security personnel who will routinely patrol the dispensary facility perimeter and grounds to prevent nuisance activity or crime. All security personnel will be trained prior to deployment in industry standards and crime prevention. Security personnel will ensure that only eligible patients who comply with the facility's Code of Conduct and other dispensary policies are served and will patrol the area to ensure non-diversion and prevent use of medicine in public areas.

New patients to MAC will be required to complete a New Patient Orientation upon registration. The orientation will offer a security overview to ensure patients are aware of the security policies and the consequences for violating the rules. Additionally, we will provide patients and neighbors with the name, phone number, and email address of an on-site community relations staff member who will be responsible for addressing any concerns posed by our neighbors. We will encourage all neighboring residences and businesses to call this person to try to resolve any issues, before relying on Department resources.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Dispose of marijuana in accordance with 105 CMR 725.105(J), in excess of the quantity required for normal, efficient operation as established in 105 CMR 725.105(G)(1);

Response: Mass Alternative Care has developed a detailed plan for disposing damaged or excess plants or products. We intend to maintain approximately 30 days' inventory on hand; if we exceed this level, we will sell excess inventory through the wholesale market to other RMDs.

In compliance with MA law, MAC will only provide wholesale sales to another RMD when a documented emergency situation occurs such as loss of crop, vandalism, or theft, or other circumstance as approved by the Department.

In addition, MAC expects to offer proprietary strains offering particular benefits for specific ailments. If patients using another RMD find these strains particularly effective, they may formally request the offering at their local RMD. MAC will provide wholesale opportunities of excessive amounts of the requested product as long as the acquiring RMD provides documented evidence that a qualifying patient's need cannot otherwise be met by their facility. MAC will ensure that the distribution to all other RMDs does not exceed, cumulatively, 30% of the RMD's total annual inventory.

Additionally, MAC will accept, at no charge, unused excess or contaminated marijuana from a registered qualifying patient or personal caregiver, and destroy it as provided in 105 CMR 725.105(J). We will maintain a written record of such disposal, which will include the name of the supplying registered qualifying patient or personal caregiver.

All waste, including that containing in whole or part finished marijuana and MIPs, will be secured, managed, and secured in accordance with applicable state and local statutes, ordinances and regulations. MAC will store such waste inside locked, odor-limiting receptacles. These will be located within the vault equipped with video surveillance and biometric locks. Entry to and exit from the vault will be monitored through use of a sophisticated access control system.

Damaged plants will be disposed of in the same manner as solid waste. A detailed log will be maintained of all damaged and/or unusable product scheduled for destruction, and will include the date, type and quantity disposed of, the manner of disposal and the name and signature of dispensary agent authorized to conduct the destruction.

As required by MA law, solid waste will be disposed of in the following ways:

- Through incineration in a commercial or municipal waste combustor in Massachusetts holding a valid permit issued by the Department of Environmental Protection (DEP), witnessed and documented by no fewer than two dispensary agents.
- Disposal in a landfill holding a valid permit issued by the DEP or by the appropriate state agency in the state in which the facility is located, witnessed and documented by no fewer than two dispensary agents.
- Grinding and incorporating the medical marijuana waste with solid wastes such that the resulting mixture renders the medical marijuana waste unusable. Once such medical marijuana waste has been rendered unusable, it will be either disposed of in a solid waste management facility that holds a valid permit issued by the DEP or by the appropriate state agency in the state in which the facility is located or, if the material mixed with the medical marijuana waste is organic material as defined in 310 CMR 16.02, the mixture will be composted at an operation that is in compliance with the requirements of 310 CMR 16.00.

Any liquid waste resulting from the MIP production process will be disposed of in compliance with requirements for discharge into surface water, groundwater and sewers, or disposed of in an industrial wastewater holding tank in accordance with 314 CMR 18.00.

When marijuana or MIPs are disposed of, MAC will create and maintain a written record of the date, the type and quantity disposed of, the manner of disposal, and the name and signature of persons present during disposal. Disposal records will be kept for at least two years.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Establish limited access areas accessible only to specifically authorized personnel, which shall include only the minimum number of employees essential for efficient operation;

Response: Mass Alternative Care will establish limited access areas accessible only to specifically authorized personnel. Access to secure areas will be controlled through the use of access control devices, including biometric or access card locks, that will effectively limit access to only authorized personnel. MAC will post the following statement (at a minimum size of 12" x 12" with lettering no smaller than 1 inch in height) at all areas of ingress or egress to identify limited-access areas: "Do Not Enter – Limited Access Area – Access Limited to Authorized Personnel Only."

MAC will provide all dispensary agents with varying levels of access to limited access areas depending on their position. For example, the Chief Executive Officer and Chief Operating Officer will have access to all areas of the dispensary facility, including all limited access areas. Associate level positions, on the other hand, will be limited to only those areas directly related to their department and position within their department.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Store all finished marijuana in a secure, locked safe or vault and in such a manner as to prevent diversion, theft, and loss.

Response: Mass Alternative Care will store all finished medical marijuana product in a private, secured vault room that is climate-controlled and monitored 24-hours a day, for both security and changes in environment (temperature and humidity). Rather than using a traditional safe, we will convert the storage space into a walk-in safe ("vault"). We will need to store a large amount of processed product, along with a secure freezer and refrigerator to store marijuana infused products (MIPs), requiring the conversion of the storage space into a vault room rather than a single, stand-alone safe. We will store cash and other valuables in a secure safe located inside the vault room.

Access to the secure storage area will be heavily restricted and monitored through the use of electronic locks. For example, only select employees who have been authorized by

management will have access to the secured storage area. This will be monitored through staff credentials.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Keep all safes, vaults, and any other equipment or areas used for the production, cultivation, harvesting, processing, or storage of marijuana and MIPs securely locked and protected from entry, except for the actual time required to remove or replace marijuana.

Response: Mass Alternative Care will keep our safes and vaults securely locked and protected from entry via electronic locks, except for the actual time required to remove or replace marijuana, as conducted by authorized personnel.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Keep all locks and security equipment in good working order.

Response: Mass Alternative Care will keep all locks and security equipment in good working order, via regular inspections and testing, not to exceed 30 calendar days from the previous - inspection and test.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Prohibit keys, if applicable, from being left in the locks, or stored or placed in a location accessible to persons other than specifically authorized personnel.

Response: Mass Alternative Care will use electric locks with associated card readers to manage exit and entry into limited access areas. We will restrict the availability of access cards only to authorized personnel, which will reduce the risk of access by unauthorized personnel. All access cards must be returned to security personnel at the end of each shift to ensure proper and safe storage.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Prohibit accessibility of security measures, such as combination numbers, passwords, or electronic or biometric security systems, to persons other than specifically authorized personnel.

Response: Mass Alternative Care will go to great lengths to protect the confidentiality of our security measures, such as combination numbers, passwords, and electronic lock activators, against threats from unauthorized personnel.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Ensure that the outside perimeter of the RMD is sufficiently lit to facilitate surveillance.

Response: Mass Alternative Care will install sufficient lighting outside of the registered premises for use each day between sunset and sunrise that adequately illuminates the facility and its immediate surrounding areas, including the parking and entry areas. Exterior lighting will be installed near video surveillance devices to ensure proper illumination for the identification of people, vehicles and license plates. The outdoor lighting will be hooded to deflect light away from adjacent properties. Sufficient exterior lighting will serve as a deterrent for robbery and burglary.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Ensure that trees, bushes, and other foliage outside of the RMD do not allow for a person or persons to conceal themselves from sight.

Response: Mass Alternative Care's external landscaping plans will minimize potential security threats posed by trees, bushes, and other foliage, while still promoting an aesthetic for the facility that blends with the surrounding community. No trees, brush and/or any other material

will be placed against the buildings of both sites. Furthermore, we will have a gated perimeter that limits access to the exterior of the facility.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Develop emergency policies and procedures for securing all product following any instance of diversion, theft, or loss of marijuana, and conduct an assessment to determine whether additional safeguards are necessary.

Response: Mass Alternative Care's Security Policies and Procedures provide detailed instructions for securing all product following any instance of diversion, theft, or loss of marijuana, and for conducting an assessment to determine whether additional safeguards are necessary. These instructions mandate close coordination with local law enforcement and the Department.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

Develop sufficient additional safeguards as required by the Department for RMDs that present special security concerns.

Response: Mass Alternative Care is not aware, at this time, of any special security concerns pertaining to our proposed facility.

725.110 (A) (continued) *A RMD shall implement sufficient security measures to deter and prevent unauthorized entrance into areas containing marijuana and theft of marijuana at the RMD. Security measures to protect the premises, registered qualifying patients, personal caregivers, and dispensary agents of the RMD must include but are not limited to the following. The RMD must:*

A RMD shall comply with all local requirements regarding siting, provided however that if no local requirements exist, a RMD shall not be sited within a radius of five hundred feet of a school, daycare center, or any facility in which children commonly congregate. The 500 foot distance under this section is measured in a straight line from the nearest point of the facility in question to the nearest point of the proposed RMD.

Response: The proposed site for MAC's dispensary facility complies with all local requirements regarding siting.

Our location is located in a BL R&D Zoning district, is comprised of approximately 2200 square feet, and is not located within 300 feet of any building

-containing another MMTC or OMMD open or proposed

-housing a public or private elementary school, middle school, secondary school, preparatory school, licensed daycare center, or any other facility in which children commonly congregate in an organized ongoing formal basis

-owned by or operated as part of the campus of any private or public institution of higher learning

-housing a public library

-containing any residential use

Our site is not within, on the same lot as, or on a lot immediately adjacent to a licensed pharmacy; or within buildings that contain any pharmacy, medical doctor offices or the offices of any other professional practitioner authorized to prescribe the use of medical marijuana.

Limited Access Areas

725.110 (C)(1) All limited access areas must be identified by the posting of a sign that shall be a minimum of 12" X 12" and which states: "Do Not Enter – Limited Access Area – Access Limited to Authorized Personnel Only" in lettering no smaller than 1 inch in height.

Response: Mass Alternative Care will post the following statement (at a minimum size of 12" x 12" with lettering no smaller than 1 inch in height) at all areas of ingress or egress to identify limited-access areas: "Do Not Enter – Limited Access Area – Access Limited to Authorized Personnel Only."

725.110 (C)(2) All limited access areas shall be clearly described by the filing of a diagram of the registered premises, in the form and manner determined by the Department, reflecting walls, partitions, counters, and all areas of entry and exit. Said diagram shall also show all propagation, vegetation, flowering, processing, production, storage, disposal, and retail sales areas.

Response: Mass Alternative Care will provide floorplans of the proposed dispensary site, detailing the location of limited access areas within our facility.

725.110 (C)(3) A dispensary agent shall visibly display an identification badge issued by the RMD at all times while at the RMD or transporting marijuana.

Response: All MAC staff will be required to visibly wear a facility-issued identification badge at all times while on-site and when making deliveries.

725.110 (C)(4) *All outside vendors, contractors, and visitors must obtain a visitor identification badge prior to entering a limited access area, and shall be escorted at all times by a dispensary agent authorized to enter the limited access area. The visitor identification badge must be visibly displayed at all times while the visitor is in any limited access area. All visitors must be logged in and out, and that log shall be available for inspection by the Department at all times. All visitor identification badges shall be returned to the RMD upon exit.*

Response: Mass Alternative Care will limit access to all areas of the dispensary facility where marijuana will be cultivated, processed and stored to authorized dispensary agents. All outside vendors, contractors, and visitors must obtain a visitor identification badge prior to entering a limited access area; the visitor identification badge must be visibly displayed at all times while the visitor is in any limited access area. All visitors must be logged in and out, and that log shall be available for inspection by the Department at all times. All visitor identification badges shall be returned upon exit. For added security, we will require that Security accompany any non-dispensary agent if a non-dispensary agent needs to enter the enclosed, locked facility where marijuana is stored and/or cultivated.

Security and Alarm Systems

725.110 (D)(1) *A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:*

A perimeter alarm on all entry points and perimeter windows.

Response: Mass Alternative Care will feature an alarm system on all entry points and windows. Additional motion alarm will be placed on the dispensary wall that is adjacent to attached bay.

725.110 (D)(1) *A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:*

A failure notification system that provides an audible, text, or visual notification of any failure in the surveillance system. The failure notification system shall provide an alert to designated employees of the RMD within five minutes after the failure, either by telephone, email, or text message.

Response: The electronic monitoring system for Mass Alternative Care includes a failure notification system that provides both an audio and visual notification should a failure in the electronic monitoring system occur. Additionally, senior management will receive email/text notification of the system failure within five minutes after the failure.

725.110 (D)(1) A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:

A duress alarm, panic alarm, or holdup alarm connected to local public safety or law enforcement authorities.

Response: Mass Alternative Care will install a 'duress alarm' (silent alarm to signal alarm user being forced to turn off system), a 'holdup alarm' (robbery in progress), and a 'panic alarm' (life threatening or emergency situation). Alarms will be coordinated with local public officials.

725.110 (D)(1) A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:

Video cameras in all areas that may contain marijuana, at all points of entry and exit, and in any parking lot, which shall be appropriate for the normal lighting conditions of the area under surveillance. The cameras shall be directed at all safes, vaults, sales areas, and areas where marijuana is cultivated, harvested, processed, prepared, stored, handled, or dispensed. Cameras shall be angled so as to allow for the capture of clear and certain identification of any person entering or exiting the RMD or area.

Response: Buildings will be well illuminated and video cameras will be at all entry and exit points as well as the parking lot, so as to allow for the capture of clear and certain identification of any person entering or exiting the RMD or area. Also, video cameras will be positioned in all areas that contain marijuana including the storage safe.

725.110 (D)(1) A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:

Twenty-four hour recordings from all video cameras that are available for immediate viewing by the Department upon request and that are retained for at least 90 calendar days. Recordings shall not be destroyed or altered, and shall be retained as long as necessary if the RMD is aware of a pending criminal, civil, or administrative investigation, or legal proceeding for which the recording may contain relevant information.

Response: Our video recording will be operational 24 hours a day/7 days a week. Videos will be retained for a minimum of 90 days or unless requested longer by appropriate authority.

725.110 (D)(1) A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:

The ability to immediately produce a clear, color, still photo (live or recorded).

Response: We will maintain a high-quality printer in the security viewing area that is capable of immediately producing a clear still photo from any video camera image.

725.110 (D)(1) *A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:*

A date and time stamp embedded on all recordings. The date and time shall be synchronized and set correctly and shall not significantly obscure the picture.

Response: Mass Alternative Care will embed a date and time stamp on all recordings. The date and time will be synchronized and set correctly and will not significantly obscure the picture.

725.110 (D)(1) *A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:*

The ability to remain operational during a power outage.

Response: Our video cameras will be supported by a backup power supply, ensuring their ability to remain operational during a power outage.

725.110 (D)(1) *A RMD shall have an adequate security system to prevent and detect diversion, theft, or loss of marijuana or unauthorized intrusion, utilizing commercial grade equipment, which shall, at a minimum include:*

A video recording that allows for the exporting of still images in an industry standard image format, including .jpg, .bmp, and .gif. Exported video shall have the ability to be archived in a proprietary format that ensures authentication of the video and guarantees that no alteration of the recorded image has taken place. Exported video shall also have the ability to be saved in an industry standard file format that can be played on a standard computer operating system. All recordings shall be erased or destroyed prior to disposal.

Response: Mass Alternative Care's surveillance system will allow for the exporting of still images in an industry standard image format, including .jpg, .bmp, and .gif. Exported video will have the ability to be archived in a proprietary format that ensures authentication of the video and guarantees that no alteration of the recorded image has taken place. Exported video will also have the ability to be saved in an industry standard file format that can be played on a standard computer operating system. All recordings will be erased or destroyed prior to disposal.

725.110 (D)(2) *All security system equipment and recordings shall be maintained in a secure location so as to prevent theft, loss, destruction, and alterations.*

Response: Mass Alternative Care will maintain all security system equipment and recordings in a secure location so as to prevent theft, loss, destruction, and alterations. This will be a limited access area featuring electronic locks that allow restricted access to select authorized dispensary agents, such as the Security Manager and CEO, as well as law enforcement authorities and the Department.

725.110 (D)(3) *In addition to the requirements listed in 105 CMR 725.110(D)(1) and (2), the RMD shall have a back-up alarm system, with all capabilities of the primary system, provided by a company supplying commercial grade equipment, which shall not be the same company supplying the primary security system.*

Response: Mass Alternative Care will have a back-up alarm system, with all capabilities of the primary system (this shall not be the same company as the primary security system).

725.110 (D)(4) *Access to surveillance areas shall be limited to persons that are essential to surveillance operations, law enforcement authorities acting within their lawful jurisdiction, security system service personnel, and the Department. A current list of authorized employees and service personnel that have access to the surveillance room must be available to the Department upon request. If on-site, surveillance rooms shall remain locked and shall not be used for any other function.*

Response: Mass Alternative Care's video surveillance system will have the capability to record, archive and playback video feed for a minimum of 30 days. The system will be Internet-based, providing greater flexibility, with the use of high-resolution megapixel cameras, and multiple streams for efficient operations and quick investigations. The electronic recording system hub and all recordings will be stored in a locked, tamper-proof compartment within the security viewing area. This will be a limited access area with entry restricted only to select authorized dispensary agents, such as the Security Manager and Executive Director, as well as law enforcement authorities and the Department. A current list of authorized employees and service personnel that have access to the surveillance room will be available to the Department upon request. Electronic locks will be used to secure the security viewing area, access will only be granted to authorized dispensary agents.

725.110 (D)(5) *All security equipment shall be in good working order and shall be inspected and tested at regular intervals, not to exceed 30 calendar days from the previous inspection and test.*

Response: Mass Alternative Care will ensure all security equipment is in good working order via regular inspections and testing, not to exceed 30 calendar days from the previous inspection and test.

Equipment List

Mass Alternative Care has worked with Cebula Electronics Corp. to identify quality equipment that will be used to outfit the security system for our facility. Our security system will feature the following equipment.

Description	Function
NetBox Extreme/32 License Rack	Access Control
Badging Designer-32 Portal-20K	Access Control
Network Node-14 Readers-Wall	Access Control
Network Node For 6 Readers-WM	Access Control
Yuasa 12V 12 Amp Battery	Access Control
FingerprinUProx Card Reader	Access Control
80260 Simplex Card Printer	Access Control
Alcohol Cleaning Card-10 Pack	Access Control
Printer Cleaning Sleeve-5 Pack	Access Control
Iso Prox II For Dye Printers	Access Control
16 Tb IP Video Server	CCTV
1OBOp BulleVFog/IR/WP/PoE	CCTV
Indoor Dome/HD/H.264 D N	CCTV
4K Ultra HD-9 Mp-360 Dome	CCTV
26 PorU30w PoE+/370w/CCTV	CCTV
50" 4K LED Monitor	CCTV
Peerless Tilting LED Mount-65"	Comm. Sound
Smart UPS 3000VA with SU48R3XLBP battery pack	Computer

77" Rack For NVRs/Gangable	CCTV
Control 108 Points/8 Doors	Burglar Alarm
Attack Resistant Cabinet	Burglar Alarm
Commercial/Industrial Cell	Burglar Alarm
8 Input Module For SDI2 Bus	Burglar Alarm
Chassis Mount For 6 Modules	Burglar Alarm
ATM Large LCD Keypad	Burglar Alarm
Panic Button-Under Counter	Burglar Alarm
ShatterPro III Glassbreak-SG	Burglar Alarm
Pro Series 100' TriTechCurtain	Burglar Alarm
Pro Series TriTech-60'x80'	Burglar Alarm
TriTech/40'/Gen 2	Burglar Alarm
1" Commercial Contact-Brown	Burglar Alarm
16 Output 12Vdc Power Supply	Burglar Alarm
22 Watt Wall Mount Siren	Burglar Alarm
Interlock Controller-2 Door	Burglar Alarm

Registered Marijuana Dispensary Transportation of Marijuana and MIPs

725.110 (E)(1) Only a dispensary agent may transport marijuana or MIPs on behalf of a RMD, whether between RMDs, RMD sites, or to registered qualifying patients or personal caregivers.

Response: Mass Alternative Care will use only highly trained dispensary agent couriers to transport marijuana or MIPs between RMDs, RMD sites, or to registered qualifying patients or personal caregivers.

725.110 (E)(2) A RMD shall:

- Weigh, inventory, and account for on video all marijuana to be transported prior to its leaving the origination location;

- *Re-weigh, re-inventory, and account for on video all marijuana transported, within eight hours after arrival at the destination RMD except in the case of home delivery pursuant to 105 CMR 725.110(E)(11);*
- *Document and report any unusual discrepancy in weight or inventory to the Department and local law enforcement within 24 hours;*
- *Complete a shipping manifest in a form and manner determined by the Department, for retention by the origination location, and carry a copy of said manifest with the products being transported; and*
- *Securely transmit a copy of the manifest to the receiving RMD prior to transport except in the case of home delivery pursuant to 105 CMR 725.110(E)(11).*

Response: All orders received will be routed to MAC's Dispensary Manager. The Dispensary Manager will then package the order in the Inventory Control room. When the order is complete, the Dispensary Manager will inform the courier of a delivery (which may or may not be the same calendar day).

A collaborative review by the Dispensary Manager and the courier is needed to review and cross check all products against the packaging invoice prior to packing the transportation box.

Each packaging invoice will contain the following information, which will be verified by both parties on video and signed off on by each party on the invoice copy:

- Quantity of product by variety and form (form relating to raw flower buds or marijuana-infused product).
- Price per unit of each product.
- Date of delivery and estimated time of delivery.
- Product documentation on each variety shipped with laboratory testing results.
- The name (which must be initialed) by the Dispensary Manager (or other approved employee) who prepared and packaged the items being delivered.
- The name of the dispensary, phone number, manager name and manager's private cell phone number (in case of emergency) are listed on the invoice.

Once the verification is complete, the order will be placed in the transport box. The Dispensary Manager will then lock the transport box for delivery. A copy of the packaging invoice will accompany the transport.

725.110 (E)(3) *A RMD shall retain all shipping manifests for no less than one year and make them available to the Department upon request.*

Response: Mass Alternative Care will retain all packaging invoices (i.e., shipping manifests) for no less than one year and will make them available to the Department upon request.

725.110 (E)(4) A RMD shall ensure that marijuana is:

- *Transported in a secure, locked storage compartment that is part of the vehicle transporting the marijuana;*
- *Not visible from outside the vehicle; and*
- *Transported in a vehicle that bears no markings that indicate that the vehicle is being used to transport marijuana nor indicates the name of the RMD.*

Response: It is MAC's policy to be as inconspicuous as possible when delivering product and to avoid drawing attention to any vehicle for the safety of the facility, staff and our partner dispensary and patients. RMD vehicles will bear no markings that indicate that the vehicle is being used to transport marijuana nor indicates the name of the RMD. Additionally, vehicles with excessive bumper stickers, extra-large tires, tinted windows, unusual paint color, pinstriping, or raised chassis are not permitted to be used for transport, as they will only draw unwanted attention. Marijuana will be secured and transported such as to not be visible from outside the car.

Mass Alternative Care will use locked transport boxes to deliver products. A separate set of keys will be given to the Dispensary Manager and Couriers for the purpose of home delivery. The Couriers will deliver the product to the RMD, registered qualifying patient, or personal caregiver, who will unlock it in view of the Courier and remove all items. This reduces liability on Mass Alternative Care's part and circumvents employee theft of products.

Mass Alternative Care will be using specially designed transport boxes with two separate embedded locks designed by security specialists. The transport boxes are designed to be the strongest and most durable in the industry. They are currently in use in industrial construction companies, and art and jewelry dealers for shipping precious cargo that requires ultimate security.

The transport box is constructed with heavily reinforced 16-gauge steel construction and a flat exterior, eliminating exposed handles. Dual locks are in recessed areas, making it impossible to attempt to cut locks off. Heavy-Duty locking arms support the lid, and all hinges are welded on the inside of the box for extra security.

Locks are reinforced, and the laminated steel body adds strength and durability. Patented dual-locking levers offer added protection from prying and hammering, while the 7/16 in. hardened alloy shackle makes it tough to cut or saw off the box. Each lock is independent of the other and requires a separate key to open, thus preventing a lost key from opening the box.

The transport box will be stored within a secure, locked storage compartment that is part of the vehicle transporting the product.

During all transport, a high-powered GPS tracking device will be placed inside the box and can be monitored in real-time on both the web and any SmartPhone that has Internet and browser capability. In the unlikely event of a loss, Mass Alternative Care can work in conjunction with law enforcement to trace the missing box. Due to the unique heavy-duty construction and locks, it would take several hours for any unauthorized person to get into the box, which is enough lead time to trace down the culprit using GPS.

725.110 (E)(5) *Any vehicle transporting marijuana shall travel directly to the receiving RMD and shall not make any stops except in the case of home delivery pursuant to 105 CMR 725.110(E)(11). In case of an emergency stop, a detailed log must be maintained describing the reason for the event, the duration, the location, and any activities of personnel exiting the vehicle.*

Response: Mass Alternative Care Couriers will make and return from deliveries to RMDs and patient homes with no stops permitted, except in the case of an emergency. In case of an emergency stop (such as those described above, as well as others), a detailed log will be maintained describing the reason for the event, the duration, the location, and any activities of personnel exiting the vehicle. Vehicles must have more than a half-tank of gas prior to leaving the Mass Alternative Care facility. If the fuel level is less than half of a tank, the Couriers must stop and refuel prior to loading.

725.110 (E)(6) *A RMD shall ensure that all delivery times and routes are randomized.*

Response: Mass Alternative Care policies regarding delivery schedules are as follows:

- Times for delivery are not set up on a weekly timed schedule. For security reasons, the days of the week and times are randomized to thwart any possibility of robbery.
- Delivery times are appointed according to Courier schedules, and RMD and patient needs.
- Deliveries of product are not announced on any dispensary calendar, nor are they put into any online calendar for view by the general public.
- Delivery routes are randomized for security purposes. Prior to making the first delivery, it is the responsibility of the Courier to do a “test-run” from the Mass Alternative Care facility on various streets to find potential routes that are efficient in traffic and well-traveled.

725.110 (E)(7) *A RMD shall staff all transport vehicles with a minimum of two dispensary agents. At least one dispensary agent shall remain with the vehicle at all times that the vehicle contains marijuana.*

Response: Mass Alternative Care will staff the transportation service with a minimum of two dispensary agents (couriers). At least one dispensary agent will remain with the vehicle at all times that the vehicle contains marijuana.

725.110 (E)(8) *Each dispensary agent shall have access to a secure form of communication with personnel at the sending site at all times that the vehicle contains marijuana.*

Response: Couriers will be required to carry smartphones such as iPhones, Androids, Blackberrys or other devices that have GPS technology and serve as a secure form of communication with the personnel at the sending site at all times that the vehicle contains marijuana. Should a dispensary agent not own a phone with these features, we will provide a temporary-use phone to the Couriers.

725.110 (E)(9) *Each dispensary agent shall carry his or her Department-issued registration card at all times when transporting marijuana and shall produce it to the Department's authorized representative or law enforcement official upon request.*

Response: Each of MAC's couriers will carry his or her Department-issued registration card at all times when transporting marijuana and will produce it to the Department's authorized representative or law enforcement official upon request.

725.110 (E)(10) *A RMD shall report to the Department and local law enforcement any vehicle accidents, diversions, losses, or other reportable incidents pursuant to 105 CMR 725.110(F), that occur during transport, within 24 hours.*

Response: Mass Alternative Care will report to the Department and local law enforcement any vehicle accidents, diversions, losses, or other reportable incidents pursuant to 105 CMR 725.110(F), that occur during transport, within 24 hours. Our Security Policies and Procedures contain detailed instructions for how Couriers should respond if stopped by law enforcement, are involved in an accident, and/or experience diversion.

725.110 (E)(11) *Home delivery of marijuana to a registered qualifying patient or a personal caregiver shall be conducted in accordance with 105 CMR 725.105(F) and 105 CMR 725.110(E).*

Response: Arrival at the delivery destination will be carried out as follows:

- When the Couriers are approximately five (5) minutes away from the delivery destination, Courier Two will telephone the registered qualifying patient or personal caregiver to inform them of the impending arrival and to alert any dispensary security team members of the arrival.

- At the moment of arrival, Courier Two will telephone the registered qualifying patient or personal caregiver to inform them of arrival.
- For home deliveries, the registered qualifying patient or personal caregiver will verify safety and direct Courier Two to exit the delivery vehicle.
- At this time, Courier Two will display the Mass Alternative Care ID badge in plain view for verification to the registered qualifying patient or personal caregiver.
- Likewise, Courier Two will verify patient or caregiver credentials, including personal identification prior to removing the transport box from the vehicle.
- If there are any unfamiliar faces present, or if credentials do not match, the Mass Alternative Care Couriers will exit the premises.
- After verification, Courier Two will remove the transport box from the vehicle and enter the delivery location.
- Courier Two will call a designated member of the Mass Alternative Care staff (Security or General Manager) and verify his/her safe arrival.
- Once safely inside, the Courier will unlock the transport box.
- In the case of home delivery, Courier Two will provide the registered qualifying patient or personal caregiver with a copy of the packaging invoice. The patient or caregiver will verify the accuracy of the delivery as described on the packaging invoice, will initial each line item on the invoice, then place their full signature at the bottom of the invoice to indicate receipt of the merchandise as documented on the packaging invoice.
- All documentation will be placed back in the locked transport box to prevent document-tampering.
- Courier Two will take the transport box back to the transport vehicle and return to the Mass Alternative Care facility.

Leaving the patient location will include the following process:

- Courier Two will call Mass Alternative Care to inform staff of a completed delivery and that the Courier is en route back to the Mass Alternative Care facility.
- Courier Two will verify that the phone and GPS Tracking program are active for the return trip to Mass Alternative Care.
- In the case of a home delivery, Courier One will be notified by Courier Two to perform a security check of the immediate vicinity prior to Courier Two leaving the home with the empty transport box.

- Once Courier One gives the all-clear signal to Courier Two, he/she will exit the home and place the transport box into the delivery vehicle.
- Once Courier Two is safely in the locked vehicle, he/she will telephone Mass Alternative Care to inform them transport is ready to leave the dispensary.
- The Couriers will return to Mass Alternative Care using an approved randomized route without any stops.
- The Couriers must telephone Mass Alternative Care for any changes in the preplanned route back to the facility.
- When the Couriers are approximately five minutes from the facility, Courier Two will telephone Mass Alternative Care to prepare for arrival, so that appropriate staff can prepare for the unloading procedures behind the secure staging area.
- When the couriers arrive, facility staff (not the Couriers) will verify the back door of the staging area is locked and unlock the loading dock door. The vehicle will safely enter the staging area, and staff inside the building will close the automatic door and lock it.
- Once the loading dock door is closed and locked, the Couriers may exit the vehicle, unlock the back door and return the transport box to the Dispensary Manager.
- Once completed, Courier One must remove the delivery vehicle from the staging area, with the exception being if another dispensary delivery is needed.
- Staff inside the facility will lock the back door and then open the automatic loading dock door, allowing the delivery vehicle to leave the staging area and park in a designated space.
- Once the vehicle has exited the staging area, the automatic loading dock door will be closed and promptly locked.

725.110 (E)(12): *Each vehicle used for transport of marijuana shall have a global positioning system monitoring device that is monitored by the RMD during transport.*

Response: Couriers will be required to carry smartphones such as iPhones, Androids, Blackberrys or other devices that have GPS technology and serve as a secure form of communication with the personnel at the sending site at all times that the vehicle contains marijuana. Should a dispensary agent not own a phone with these features, MAC will provide a temporary-use phone to the Couriers.

The purpose of smartphones is to use the GPS Tracker application. This application will allow staff at the facility to track routes used by the delivery Couriers for expected arrival times at drop-off locations and in the case of an emergency. This is a safety measure for Mass

Alternative Care's staff and also a deterrent so that Couriers do not take any unpermitted side trips.

Incident Reporting

725.110 (F)(1) *A RMD shall immediately notify appropriate law enforcement authorities and the Department within 24 hours after discovering the following:*

- *Discrepancies identified during inventory, diversion, theft, loss, and any criminal action involving the RMD or a dispensary agent;*
- *Any suspicious act involving the sale, cultivation, distribution, processing, or production of marijuana by any person;*
- *Unauthorized destruction of marijuana;*
- *Any loss or unauthorized alteration of records related to marijuana, registered qualifying patients, personal caregivers, or dispensary agents;*
- *An alarm activation or other event that requires response by public safety personnel;*
- *The failure of any security alarm system due to a loss of electrical power or mechanical malfunction that is expected to last longer than eight hours; and*
- *Any other breach of security.*

Response: Mass Alternative Care's Security Policies and Procedures provide detailed instructions for notifying appropriate law enforcement authorities and the Department within 24 hours after discovering incidents involving material inventory discrepancies, compromises to the facility's security equipment, threats and acts of violence and security-related incidents such as theft, loss, vandalism, malicious or unauthorized use of company equipment or facilities, and allegations of employee misconduct.

725.110 (F)(2) *A RMD shall, within 10 calendar days, provide written notice to the Department of any incident described in 105 CMR 725.110(F)(1), by submitting an incident report in the form and manner determined by the Department which details the circumstances of the event, any corrective actions taken, and confirmation that the appropriate law enforcement authorities were notified.*

Response: Within ten calendar days of an incident, as noted above, Mass Alternative Care will submit an incident report detailing the circumstances of the event, any corrective actions taken, and confirmation that the appropriate law enforcement authorities were notified.

725.110 (F)(3) *All documentation related to an incident that is reportable pursuant to 105 CMR 725.110(F)(1) shall be maintained by a RMD for no less than one year and made available to the*

Department and to law enforcement authorities acting within their lawful jurisdiction upon request.

Response: Mass Alternative Care will maintain all documentation related to a reported incident for no less than one year and will make this information available to the Department and law enforcement authorities upon request.

Security System Audit

725.110 (G) *A RMD must, on an annual basis, obtain at its own expense a security system audit by a vendor approved by the Department. A report of such audit must be submitted, in a form and manner determined by the Department, no later than 30 calendar days after the audit is conducted. If the audit identifies concerns related to the RMD's security system, the RMD must also submit a plan to mitigate those concerns within 10 business days of submitting the audit.*

Response: Mass Alternative Care will undertake an annual security system audit using a Department-approved vendor. The findings of this audit will be submitted to the Department no later than 30 days after the audit is conducted. We will also submit any necessary plans detailing how any findings will be mitigated within 10 business days of submitting the audit.

EXECUTIVE OFFICER STATEMENT

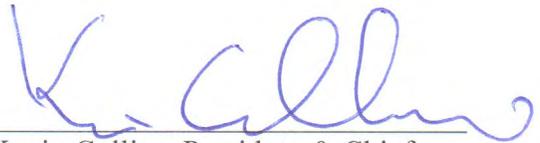
INCUMBENCY AFFIDAVIT

JOINT DECLARATION OF KEVIN COLLINS AND MICHAEL S. SCHNEIDER

We, Kevin Collins and Michael S. Schneider, each being duly sworn, do hereby state the following under oath and based upon records from Mass Alternative Care, Inc. (the "Applicant") attached hereto and incorporated herein as Exhibit A:

1. The Applicant's designated representatives as defined in the Town of Amherst Zoning Bylaw §3.360.41 (2)(d), and each of their addresses, are as set forth on Exhibit A, attached hereto and incorporated herein.

Signed Under The Pains And Penalties Of Perjury This 16th day of May, 2016.



Kevin Collins, President & Chief
Executive Officer



Michael S. Schneider, Counsel

SWORN AND SUBSCRIBED BEFORE ME
On this the 16th day of May, 2016.


Mary-Elle Hulse, Notary Public
My Commission Expires: 2/23/18

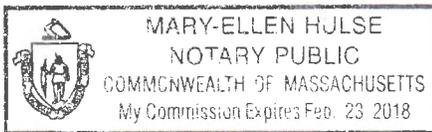


Exhibit A

Directors & Officers:

Mr. Kevin Collins (Director & President)
399 South Branch Parkway
Springfield, MA 01118

Mr. David Spannaus (Director & Treasurer)
136 North Lake Shore Drive
Brookfield, CT 06804

Ms. Heather Andresen (Director & Clerk)
384 Converse Street
Longmeadow, MA 01106

Dr. Ronald Paasch, MD (Director)
74 Coles Meadow Road
Northampton, MA 01060

Mr. Nicholas Tamborrino, PharmD (Director)
428 Old Mill Road
Fairfield, CT 06824

Executive Management Team:

Mr. Kevin Collins (Chief Executive Officer)
399 South Branch Parkway
Springfield, MA 01118

Mr. Vincent Cardillo (Chief Financial Officer)
160 Soule Road
Wilbraham, MA 01095

Mr. Steven M. White, Esq. (Chief Operations Officer)
1075 West Todd Drive
Tempe, AZ 85283

Mr. Ronald Campurciani (Chief Security Officer)
438 Rogers Avenue
West Springfield, MA 01089

SITING PROFILE STATUS



The Commonwealth of Massachusetts
Executive Office of Health and Human Services
Department of Public Health
Bureau of Health Care Safety and Quality
Medical Use of Marijuana Program
99 Chauncy Street, 11th Floor, Boston, MA 02111

CHARLES D. BAKER
Governor

KARYN E. POLITO
Lieutenant Governor

MARYLOU SUDDERS
Secretary

MONICA BHAREL, MD, MPH
Commissioner

Tel: 617-660-5370
www.mass.gov/medicalmarijuana

April 1, 2016

Mr. Michael S. Schneider
Mass Alternative Care, Inc.
One Monarch Place, Suite 1900
Springfield, MA 01144

Re: Request for Information

Dear Mr. Schneider,

This letter is to inform you that the Department of Public Health ("Department") has reviewed Mass Alternative Care, Inc.'s *Siting Profile* (Application 3 of 3). The *Siting Profile* requires the following information before the Department may complete its evaluation:

1. In Section B, the applicant did not submit evidence of interest in the property for the cultivation/processing location at 1247 East Main Street, Chicopee, MA 01020. Please submit evidence of interest in the property.
2. In response to Section C, the applicant did not provide a letter of support or non-opposition for the cultivation/processing location in Chicopee. Applicant must submit a letter of support or non-opposition for this location in compliance with the Application Instructions. Please note the letter of support or non-opposition must be dated on or after the date that the applicant's *Application of Intent* was received by the Department.
3. As requested by the Department on January 11, 2016, please submit an independent legal opinion that the agreement with DKRV Commercial Properties regarding the Amherst property is in compliance with the non-profit requirements of 105 CMR 725.100(A)(1) and the Guidance for Registered Marijuana Dispensaries Regarding Non-Profit Compliance (<http://www.mass.gov/eohhs/docs/dph/quality/medical-marijuana/applications/non-profit-compliance-guidance.pdf>). Please be advised that the applicant must submit this document prior to receiving a Provisional Certificate of Registration.

If the applicant has been requested to resubmit their response to a question, please do so using the page on the application form for that particular question, and include an initialed attestation at the bottom of the

page. The applicant need not resubmit the entire application and may submit only the page for the particular question that needs to be submitted.

Please remember to type all responses in the information or materials resubmitted to the Department, other than any required signatures, as well as include the name of the Applicant Non-Profit Corporation *and* the number of the application (e.g., Application 1 of 1) at the top of each page of the resubmitted information or materials.

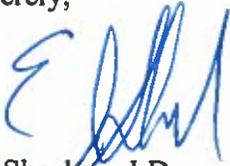
Please resubmit the additional or revised information as outlined above, via U.S. mail or hand-delivery, to:

Department of Public Health
Medical Use of Marijuana Program
RMD Applications
99 Chauncy Street, 11th Floor
Boston, MA 02111

Upon receipt, the Department will review the information and will notify the applicant if it will proceed or if further information is required.

If you have questions or need assistance, you may contact the Department at 617-660-5370 or RMDapplication@state.ma.us.

Sincerely,



Eric Sheehan, J.D.
Interim Bureau Director
Bureau of Health Care Safety and Quality
Massachusetts Department of Public Health

PROVISIONAL CERTIFICATE



The Commonwealth of Massachusetts
Executive Office of Health and Human Services
Department of Public Health
Bureau of Health Care Safety and Quality
Medical Use of Marijuana Program
99 Chauncy Street, 11th Floor, Boston, MA 02111

CHARLES D. BAKER
Governor

KARYN E. POLITO
Lieutenant Governor

MARYLOU SUDDERS
Secretary

MONICA BHAREL, MD, MPH
Commissioner

Tel: 617-660-5370
www.mass.gov/medicalmarijuana

March 29, 2016

BY U.S. MAIL AND E-MAIL

Mr. Michael S. Schneider
Mass Alternative Care, Inc.
One Monarch Place, Suite 1900
Springfield, MA 01144
mschneider@dwpm.com

Re: Provisional Certificate of Registration to Operate a Registered Marijuana Dispensary

Dear Mr. Schneider:

Please be advised that you have been selected to receive a Registered Marijuana Dispensary ("RMD") Provisional Certificate of Registration at your proposed co-located Chicopee location and to move forward to the Inspectional Phase. The issuance of this RMD Provisional Certificate of Registration is subject to the following ongoing conditions:

1. All dispensary agents and capital investors shall be subject to a background check as set forth in the *Guidance for Registered Marijuana Dispensaries Regarding Background Checks* prior to commencing work as a dispensary agent or contributing funds to the RMD.
2. The RMD shall comply with the Humanitarian Medical Use of Marijuana Act, Ch. 369 of the Acts of 2012 (the "Act"), as implemented by Department of Public Health (the "Department") Regulations, 105 CMR 725.000, et seq. ("Regulations"), during the period of its provisional registration, except as expressly waived in writing by the Department pursuant to 105 CMR 725.700.
3. The RMD shall be subject to inspection and audit to ascertain compliance with any applicable law or regulation, including laws and regulations of the Commonwealth relating to taxes, child support, workers compensation, and professional and commercial insurance coverage.
4. The RMD shall be subject to inspection and audit to ascertain that the RMD is operating at all times in a manner not detrimental to public safety, health, or welfare.

5. The RMD shall be subject to inspection and audit to ascertain that its facilities are compliant with all applicable state and local codes, bylaws, ordinances and regulations.
6. The RMD shall be subject to inspection and audit to ascertain that it has sufficient financial resources to meet the requirements of the Act or 105 CMR 725.000, et seq.
7. The RMD shall cooperate with and provide information to Department inspectors, agents and employees upon request.
8. The RMD shall, as necessary, amend its bylaws to expressly require compliance with 725.100(A)(1) and the “*Guidance for Registered Marijuana Dispensaries Regarding Non-Profit Compliance*” by stating that the RMD shall “at all times operate on a non-profit basis for the benefit of registered qualifying patients” and shall “ensure that revenue of the RMD is used solely in furtherance of its nonprofit purpose.” If the bylaws do not expressly include such requirement, they shall be amended within thirty days of the date of this letter and the amended bylaws shall be filed with the Department by mail at the above address and by email at RMDcompliance@state.ma.us.
9. The RMD shall keep current all information required by 105 CMR 725.000, et seq., or as otherwise required by the Department pursuant to 725.100(F)(4) and may not make certain changes without prior approval from the Department pursuant to 725.100(F)(1)-(3).
10. The RMD must submit payment of the registration fee required pursuant to 105 CMR 725.100(C)(1) and 801 CMR 4.02.

In the Inspections Phase, the Department will continue to verify, among other things, that the RMD will operate in compliance with the RMD operational requirements, see 105 CMR 725.105 (A)-(Q), and security requirements, see 105 CMR 725.110(A)-(F). Furthermore, the Department may impose other conditions that the Department determines necessary to ensure the RMD will operate in accordance with applicable Massachusetts laws and regulations.

Please be advised pursuant to 105 CMR 725.100(C)(1) the Department may issue a Final Certificate of Registration only after an applicant has successfully completed the Inspections Phase and the Department has issued final approval .

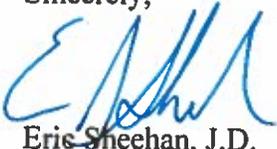
Please mail the enclosed remittance form with a bank/cashier’s check in the amount of \$50,000 payable to the Commonwealth of Massachusetts within thirty (30) days of the date of this letter to:

Department of Public Health
Medical Use of Marijuana Program
RMD Registration
99 Chauncy Street, 11th Floor
Boston, MA 02111

After the registration fee is processed, this letter shall serve as your Provisional Certificate of Registration with the aforementioned conditions. The Department will continue to verify all information provided by you, and that you are compliant with applicable Massachusetts law and regulations. It is within the Department's discretion to revoke this Provisional Certificate of Registration at any time.

Should you have any questions, please contact the Department at RMDcompliance@state.ma.us.

Sincerely,



Eric Sheehan, J.D.
Interim Bureau Director
Bureau of Health Care Safety and Quality
Massachusetts Department of Public Health

MANAGEMENT PLAN

Town of Amherst
MANAGEMENT PLAN FORM



The Rules and Regulations of both the Planning Board and the Zoning Board of Appeals require that applicants submit a management plan as part of the process for most applications.

APPLICANT INFORMATION:

Applicant: Mass Alternative Care, Inc.

Address: One Monarch Place, Suite 1900
Springfield, MA 01144

Telephone: (413) 384-2606

55 University Drive LLC

Owner: c/o Roula Kofides
(if different from applicant)

Address: 7 Newton Street
Belchertown, MA 01007

Telephone: (413) 323-6862

PROJECT INFORMATION:

Project Address and Description:

55 University Drive; it is proposed to renovate
the former Hangar bar space to a Medical Marijuana
Treatment Center (MMTC). The site would remain as
currently laid out with minor improvements.

Amendment to previously approved management plan?

yes

no

INFORMATION REQUIRED FOR ALL PROJECTS: *(Attach additional sheets as necessary)*

Trash and recycling, including storage location, enclosure or screening, with frequency of pickup and name of hauling company, and responsible party to contact in case of complaint:

Three 90-gallon bins will be used for trash and recyclables. These will be located at the fenced service area behind the building and will be picked up by Amherst Trucking on a weekly schedule. The contact for any complaint is the Applicant: Mass Alternative Care.

Parking, including size and number of spaces, location, screening, provision for handicapped spaces:

There are a total of 28 parking spaces proposed on site. The MMTC will have 14 parking spaces including two handicap spaces at the north side of the building, and four employee spaces at the rear (west) of the building. The hospice shop will have ten spaces including one handicap space at the front (east) side. Zoning requires only 16.5 spaces total. See additional Parking Demand Summary attached.

Lighting, including hours of illumination by location, types and wattage of fixtures:

Site/security lighting consists of three pole lights along the north side of the parking spaces, two security lights mounted on the rear building eaves, and a porch light wall-pak at the north entrance door. All lighting will be energy efficient LED lamps, 70 watt for the pole lights, 55 watts for the eave security lights, and 30 watt for the porch light. Three security cameras are also planned, one on each light pole at the north side.

Signage, including location, size, materials, and any illumination:

The existing sign at the front of the building will remain with a new plaque that will replace the old Hangar plaque. Please see the sign elevation detail on the site plans.

Landscape Maintenance, including annual schedule of watering, fertilizing, mowing, pruning, leaf pick-up, and so forth, and maintenance and replacement schedules of site furnishings:

The site landscape maintenance will be done by Family Tree & Home, and will include weekly mowing, general plant care, fertilizing, leaf and litter pickup, and other landscape maintenance as may be required.

Snow Removal, including name of contractor:

(Please see Article IV of the Town Bylaw for regulations regarding the removal of snow and ice from sidewalks)

Family Tree & Home will be used to plow and remove snow. Most of the snow on site will be pushed to the edges of the parking areas, or piled at the northwest corner of the parking lot. When necessary, accumulated snow will be trucked off site. The driveway that is within the right-of-way is plowed by the town.

ADDITIONAL INFORMATION FOR SPECIFIC PROJECT TYPES (ATTACH ADDITIONAL SHEETS):

ADDITIONAL INFORMATION REQUIRED FOR RESTAURANTS:

Type of menu
Number of seats (indoor and outdoor)
Is any outdoor dining on public or private land?
Number of employees
Hours of operation
Alcohol
Plans for delivery and/or take-out service
Live or prerecorded entertainment
Noise management of patrons, music, fans and HVAC
Management of patrons gathering outdoors on property
Odor mitigation measures
Waste kitchen oil management
Litter control
Deliveries to or from the site

ADDITIONAL INFORMATION REQUIRED FOR PERMIT RENEWALS:

Special permit #
Date of issuance
Any changes to the proposal
Any changes to the neighborhood

ADDITIONAL INFORMATION REQUIRED FOR APARTMENTS:

Number of units, existing and proposed
Number of bedrooms, existing and proposed
Number of tenants
Owner-occupied?
On-site manager?
Copy of standard lease
Noise management of tenants, parties, and music, and any outdoor HVAC equipment
Material, equipment, and large household goods storage
On-site recreational facilities (when provided)
Complaint Response Plan

ADDITIONAL INFORMATION REQUIRED FOR HOME OCCUPATIONS:

Type of business
Number of Employees
Hours of operation
Deliveries to or from the site
Equipment used/ Noise generated
Material and equipment storage

**LEASE AGREEMENT
LETTER OF INTENT**

LETTER OF INTENT

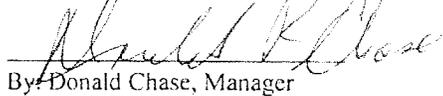
Proposed Commercial Lease Between
 55 University Drive LLC (the "Landlord") and
 DKRV Commercial Properties, LLC (the "Tenant")

Leased Premises:	A total of approximately 1,900 square feet of space on the northerly side of the building known as 55 University Drive, Amherst, MA 01002, (the "Premises"), together with the rights to use, in common with other's entitled thereto, the halls ways and stairways necessary for access to the Premises including all attendant office space, parking spaces, bathrooms, and all other fixtures and mechanical components located at the Building.
Lease Term:	Five (5) years with 3 (5) year options, 20 Year renewable -- Tenant affiliate's required State license is renewable annually. Should the State of MA not renew Tenant affiliate's license, Tenant may terminate the Lease Agreement with a buyout to be negotiated.
Assignment – Subleasing:	Tenant will be allowed to assign or sublet the whole or any part of the Premises.
Base Rent:	Years 1-5 \$28.00 per square foot. Base rent to increase 10% per five (5) year term.
Tenant Improvement Contribution:	\$0.00
Additional Rent:	Tenant shall pay its proportionate share of all operating expenses attributable to the Building and Premises, including insurance and common area maintenance expenses. In the event that the Tenant's use causes an increase in insurance, Tenant shall pay any increase.
Real Estate Taxes:	The Tenant will pay its proportionate share of amounts required to be paid by the Landlord attributable to the Building and Premises
Security Deposit:	Two months of base rent payable upon Lease execution. The issue of a Guaranty to be decided at the signing of the Lease based upon the relative and sufficient net worth of the Tenant.
Utilities:	The Tenant shall pay the cost of all utilities used or consumed in connection with the use and occupancy of the Building.

Lease Commencement:	The Lease shall commence on September 1, 2016. Tenant shall have the right to terminate the Lease Agreement should its affiliate, Mass Alternative Care, Inc. (MAC), be unsuccessful in obtaining the necessary licenses issued by the Department of Public Health and Town of Amherst to conduct its business. (Anticipated timing to be no later than November 30, 2016). In the event the necessary licenses are not received the Lease will be of no force or effect and Landlord shall retain Tenant's security deposit.
Rent Commencement:	The rent shall commence 30 days from the MAC's registration with the Massachusetts Department of Public Health pursuant to 105 CMR 725.100 <i>et seq.</i>
Building Improvements	The Tenant shall build-out the Building in accordance with plans supplied to the Landlord.
Building Delivery	Upon commencement of the lease the Landlord shall deliver the Building in a broom clean and environmentally clean condition. Additionally, Landlord shall deliver all mechanicals in proper working order. Landlord shall separately meter all utilities to the premises to include water, sewer, electricity and gas. Landlord shall deliver the premises with two bathrooms to code.
Qualifying Conditions	With the exception of Confidentiality, below, This Term Sheet sets forth certain terms. The parties will not be bound until execution of a mutually satisfactory Lease. However, Landlord agrees not to enter into any negotiations or agreement with any other RMD company, RMD applicant, or its affiliates while MAC is engaged in the State's application process and/or while MAC is engaged in the Town of Amherst's selection and/or Special Permit Process.
Confidentiality	Landlord and Tenant agree that these negotiations are confidential in nature and that no party shall disclose the nature or existence of the negotiations without the prior written consent of the other.

TENANT

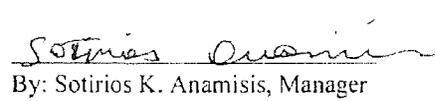
DKRV Commercial Properties, LLC


By: Donald Chase, Manager

Date:

LANDLORD

55 University Drive, LLC


By: Sotirios K. Anamisis, Manager

Date: January 21, 2016

LETTER OF INTENT

Proposed Commercial Sublease Between
DKRV Commercial Properties, LLC (the "Sublessor") and
Mass Alternative Care, Inc. (the "Sublessee")

Subleased Premises:	A total of approximately 1,900 square feet of space on the northerly side of the building known as 55 University Drive, Amherst, MA 01002 (the "Sublease Premises"), together with the rights to use, in common with others entitled thereto, the hallways and stairways necessary for access to the Sublease Premises, including all attendant office space, parking spaces, bathrooms, and all other fixtures and mechanical components located at the building of the Sublease Premises (the "Building").
Sublease Term:	Five (5) years with three (3) five-year options, 20 Year Renewable – Sublessee's required State license is renewable annually. Should the Commonwealth of Massachusetts not renew Sublessee's license, Sublessee may terminate the Sublease with a buyout to be negotiated.
Assignment – Subsubleasing:	Sublessee will be allowed to assign or further sublet the whole or any part of the Sublease Premises.
Base Rent:	Years 1-5: \$28.00 per square foot. Base rent to increase 10% per five (5) year term.
Sublessor Improvement Contribution:	\$0.00
Additional Rent:	Sublessee shall pay its proportionate share of all operating expenses attributable to the Building and Sublease Premises, including insurance and common area maintenance expenses. In the event that the Sublessee's use causes an increase in insurance, Sublessee shall pay any increase.
Real Estate Taxes:	Sublessee will pay its proportionate share of amounts required to be paid by the Sublessor attributable to the Building and Sublease Premises.
Security Deposit:	Two (2) months of base rent payable upon Sublease execution.
Utilities:	Sublessee shall pay the cost of all utilities used or consumed in connection with the use and occupancy of the Building.

Rent Commencement:	The rent shall commence thirty (30) days from Sublessee's registration with the Massachusetts Department of Public Health pursuant to 105 CMR 725.100 <i>et seq.</i>
Building Improvements:	The Sublessee shall build-out the Building in accordance with plans supplied to the Sublessor and Sublessor's landlord.
Building Delivery:	Upon commencement of the Sublease, the Sublessor shall deliver the Building in a broom clean and environmentally clean condition. Additionally, Sublessor shall deliver all mechanicals in proper working order. Sublessor shall separately meter all utilities to the Premises to include water, sewer, electricity, and gas. Sublessor shall deliver the Sublease Premises with two (2) bathrooms to code.
Qualifying Conditions:	With the exception of confidentiality, below, this Term Sheet sets forth certain terms. The parties will not be bound until execution of a mutually satisfactory Lease.
Confidentiality:	Sublessor and Sublessee agree that these negotiations are confidential in nature and that no party shall disclose the nature or existence of the negotiations without the prior written consent of the other.

SUBLESSOR:

SUBLESSEE:

DRKV COMMERCIAL PROPERTIES, LLC

MASS ALTERNATIVE CARE, INC

By 
 Donald Chase, Manager
 Date:

By 
 Kevin Collins, President
 Date:

TRAFFIC GENERATION REPORT



May 9, 2016

Amherst Zoning Board of Appeals
Amherst Town Hall
4 Boltwood Ave.
Amherst, MA 01002

Re: Traffic Generation Report
Mass Alternative Care, Inc
55 University Drive, Amherst.

On behalf of Mass Alternative Care, Inc, this traffic impact statement was prepared to evaluate the traffic impacts that this proposed project/use may have on adjacent roadways and intersections.

Proposed project

The applicant proposes to occupy 2,683 sf of the existing building located at 55 University Drive. The previous use of that portion of the building was utilized as a bar & grill. The proposed project consists of occupying that same space with a medical marijuana dispensary.

The building driveway will remain unchanged and exits onto the drive easement located on the east side of the building. The drive easement has several access points to University Drive, which will not be altered

University Drive is a straight road with minimum grade with clear sight distance.

Expected traffic generation at site

An estimate was made of the existing and proposed traffic that would be generated by the change of use of the facility during peak traffic periods for a typical weekday. The peak periods assumed for analysis are the times of peak traffic demand on adjacent roadways.

The Institute of Transportation Engineers (ITE) Trip Generation manual, 8th Edition, was utilized to estimate the vehicle trips which could be expected to be generated by the project. For the purpose of estimating the number of vehicles, Land Use Code 880 – *Pharmacy/drugstore without Drive-Through Window* was used for the proposed use and Land Use Code 925 – *Drinking Place* was utilized for existing conditions.

For a Drinking Place, it can be estimated that approximately 11.34 vehicle trips, (66% entering, 34% exiting) will occur per 1,000 square feet of floor area during the PM peak hour. There typically is no traffic generated by this type of establishment during the AM peak hour, and no data was available for the AM period.

For a Pharmacy/Drugstore without Drive-Through Window, it can be estimated that approximately 3.20 vehicle trips, (59% entering, 41% exiting) will occur per 1,000 square feet of floor area during the AM peak hour, and approximately 8.42 vehicle trips, (50% entering 50% exiting), will occur 1,000 square feet of floor during the PM peak hour of adjacent street.

With 2,683 square feet of proposed floor area, it can be concluded that the following table summarizes the existing and proposed peak hour traffic generation for the site:

Existing		Factor	% enter	% exit	total	enter	exit
	AM	NA	NA	NA	NA	NA	NA
	PM	11.34	66	34	31	21	10

Proposed		Factor	% enter	% exit	total	enter	exit
	AM	3.20	59	41	9	5	4
	PM	8.42	50	50	23	12	12

Change		total	enter	exit
	AM	9	5	4
	PM	-8	-9	2

Impact on Adjacent Street

The proposed change in use from a “Drinking Place” to a “Pharmacy without drive through” is expected slightly increase traffic during the morning peak hour and slightly decrease the peak hour traffic during the PM peak hour.

Under the worst case scenario, the project will add an additional 9 vehicles per hour during the AM peak hour, (or approximately one car every 6.7 minutes). However, the project will also decrease the PM peak hour traffic by approximately 8 vehicles per hour.

Summary

The access to the proposed project is located on a straight and level section of roadway with adequate sight distance and which currently services several other facilities and businesses. The proposed project will produce very minimal traffic change from existing use. This change in traffic volume is not significant to the daily or peak hour traffic demand as shown above. These changes in traffic counts are within the normal daily variation of traffic and will not be perceived by users of the adjacent roadways or intersections.

Sincerely,
The Berkshire Design Group, Inc.

A handwritten signature in blue ink that reads "Mark B. Darnold". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Mark B. Darnold, P.E.
Principal

PARKING DEMAND SUMMARY

Mass Alternative Care MMTC

55 University Drive
Amherst, Massachusetts

Parking Demand Summary

Prepared by The Berkshire Design Group, Inc.

May 9, 2016

Introduction:

The proposed Mass Alternative Care MMTC facility at 55 University Drive will have a total of 28 parking spaces on site. The existing building will house two tenants, Mass Alternative Care and the Hospice Shop, a not-for-profit second hand store. Hours for Mass Alternative Care will be 8:00 AM – 8:00 PM with the following schedule:

Monday

8:00 AM – 10 AM, open hours

10:00 AM – 6:00 PM, by appointment only

6:00 PM – 8:00 PM, open hours

Tuesday - Saturday

8:00 AM – 10 AM, open hours

10:00 AM – 4:00 PM, by appointment only

4:00 PM – 8:00 PM, open hours

Sunday

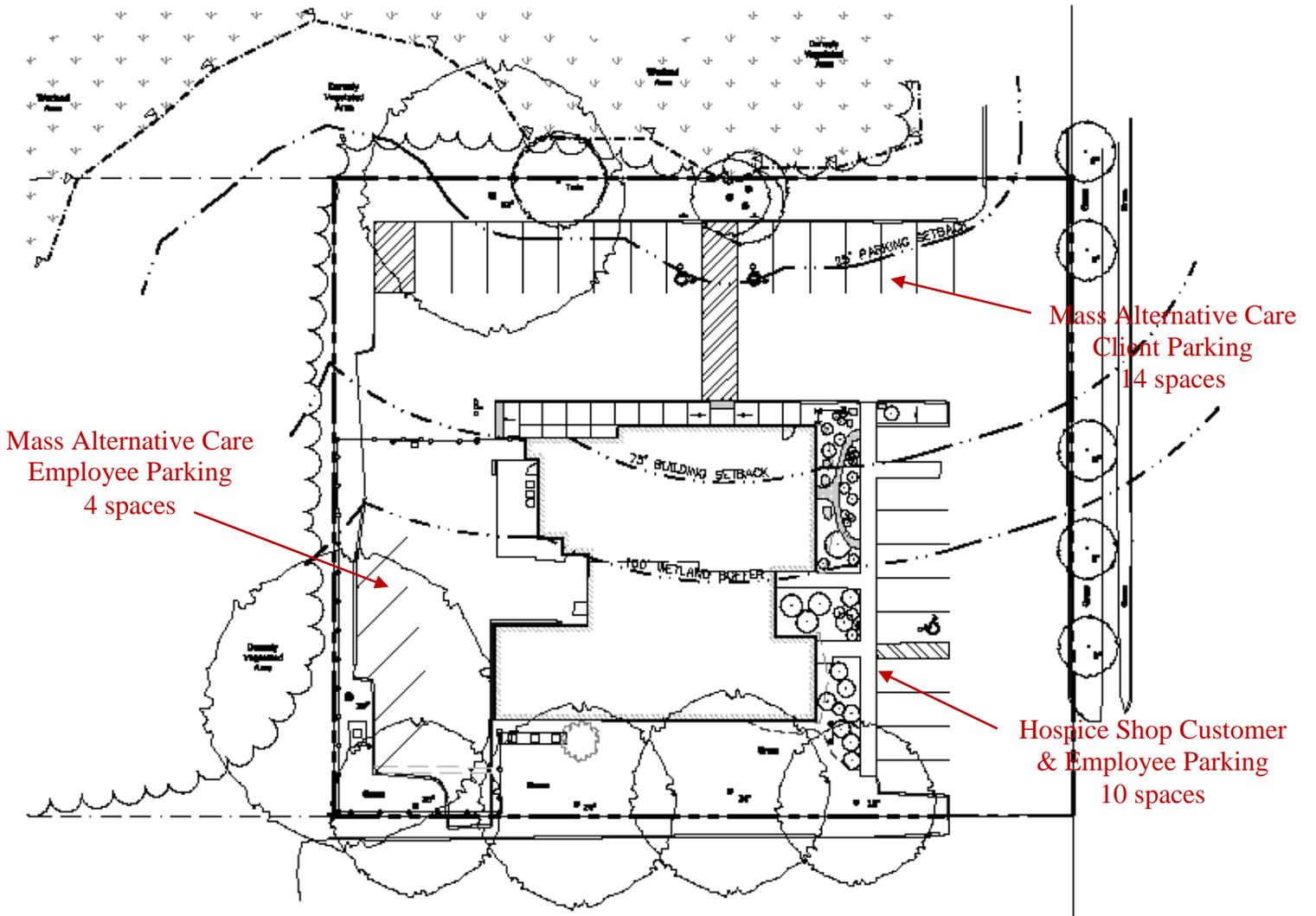
8:00 AM – 8:00 PM, open hours

The Hospice shop has hours from: 10:00 AM – 6:00 PM Monday
 10:00 AM – 4:00 PM Tuesday – Saturday

Mass Alternative Care will have 14 spaces for clients at the north side of the building, and four spaces for employees at the rear of the building. The Hospice Shop will have 9 spaces for customers and one space for an employee, all at the east side of the building. Please see the attached Site Diagrammatic Plan for location of parking spaces.

Analysis:

During appointment hours, the length of a client's visit at Mass Alternative Care averages 10 minutes. It is typical to have up to three patients at any given time. During each 10-minute period, there may be three patients visiting the facility; one waiting, one leaving and one in consultation. Projecting this number for each hour time period, there may be a total of 18 clients per hour, but actual time in the facility will be staggered. The fourteen parking spaces will be enough to handle the flow of patients during the appointment only time periods. When the facility has open hours, the Hospice Shop is closed, and the ten spaces at the east side of the building can be used for additional patients of Mass Alternative Care. The 28 total spaces proposed on site can accommodate the patients of the Mass Alternative Care MMTC. A Mass Alternative Care security employee will monitor the lot to assist customer/patients with parking needs and manage the plan.



Site Diagrammatic Plan

LIGHT FIXTURE CUTS

VIPER S SERIES

SMALL VIPER LUMINAIRE

Cat.#

Job

55 UNIVERSITY DR
AMHERST

Type

A



Approvals

SPECIFICATIONS

Intended Use:

The Beacon Viper luminaire is available in two sizes with a wide choice of different LED Wattage configurations and optical distributions designed to replace HID lighting up to 1000W MH or HPS. Luminaires are suitable for wet locations.

Construction:

- One piece optical cartridge system consisting of an LED engine, LED lamps, optics, gasket and stainless steel bezel.
- Cartridge is held together with internal brass standoffs soldered to the board so that it can be field replaced as a one piece optical system.
- Two-piece silicone and micro-cellular polyurethane foam gasket ensures a weather-proof seal around each individual LED.

LED/Optics:

- LED driver accepts 100V through 277V, 50 Hz to 60 Hz (UNV), or a driver that accepts 347V or 480V input.
- Power factor is .92 at full load.
- All electrical components are rated at 50,000 hours at full load and 25°C ambient conditions per MIL- 217F Notice 2.
- Dimming drivers are standard with connections for external dimming equipment available upon request.
- Component-to-component wiring within the luminaire may carry no more than 80% of rated load and is listed by UL for use at 600VAC at 50°C or higher.
- Plug disconnects are listed by UL for use at 600 VAC, 13A or higher. 13A rating applies to primary (AC) side only.

Electrical:

- Fixture electrical compartment shall contain all LED driver components and shall be provided with a push-button terminal block for AC power connections.
- Optional 7-pin ANSI C136.41-2013 twist-lock photo control receptacle available. Compatible with ANSI C136.41 external wireless control devices.
- Surge protection - 20KA; shuts off at end of life.
- Lifeshield™ Circuit - protects luminaire from excessive temperature by interfacing with the 0-10V dimmable drivers to reduce drive current as necessary. The factory-preset temperature limits are designed to ensure maximum hours of operation to assure L70 rated lumen maintenance. The device shall activate at a specific, factory-preset temperature, and progressively reduce power over a finite temperature range. A luminaire equipped with the device may be reliably operated in any ambient temperature up to 55°C (131°F). The thermal circuit will allow higher maximum Wattages than would be

permissible on an unregulated luminaire (if some variation in light output is permissible), without risk of premature LED failure or lumen depreciation. Operation shall be smooth and undetectable to the eye. Thermal circuit is designed to "fail on", allowing the luminaire to revert to full power in the event of an interruption of its power supply, or faulty wiring connection to the drivers. The device shall be able to co-exist with other 0-10V control devices (occupancy sensors, external dimmers, etc.). The device will effectively control the solder point temperature as needed; otherwise it will allow the other control device(s) to function unimpeded.

Controls/Options:

- Available with an optional passive infrared (PIR) motion sensor capable of detecting motion 360° around the luminaire. When no motion is detected for the specified time, the Motion Response system reduces the Wattage to factory preset level, reducing the light level accordingly. When motion is detected by the PIR sensor, the luminaire returns to full Wattage and full light output. Please contact Beacon Products if project requirements vary from standard configuration.
- Available with Energeni for optional set dimming, timed dimming with simple delay, or timed dimming based on hours of operation or time of night (see www.beaconproducts.com/products/energeni).

Installation:

- Mounting options for horizontal arm, vertical tenon or traditional arm mounting available. Mounting hardware included.
- Product is suitable for applications requiring 3G testing prescribed by ANSI C136.31

Finish:

- Beacote V polyester powder-coat electrostatically applied and thermocured.
- Beacote V finish consists of a five stage pretreatment regimen with a polymer primer sealer and top coated with a thermoset super TGIC polyester powder coat finish.
- The finish meets the AAMA 605.2 performance specification which includes passing a 3000 hour salt spray test for corrosion resistance and resists cracking or loss of adhesion per ASTM D522 and resists surface impacts of up to 160 inch-pounds.

Listings:

The luminaire shall be NRTL certified to UL 1598 and 8750 standards for use in wet locations.

Warranty:

Five year limited warranty (for more information visit: <http://www.hubbellighting.com/resources/warranty>).

PRODUCT IMAGE(S)

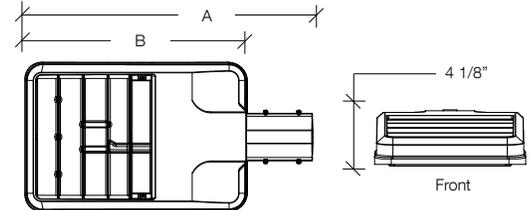


rectangular arm



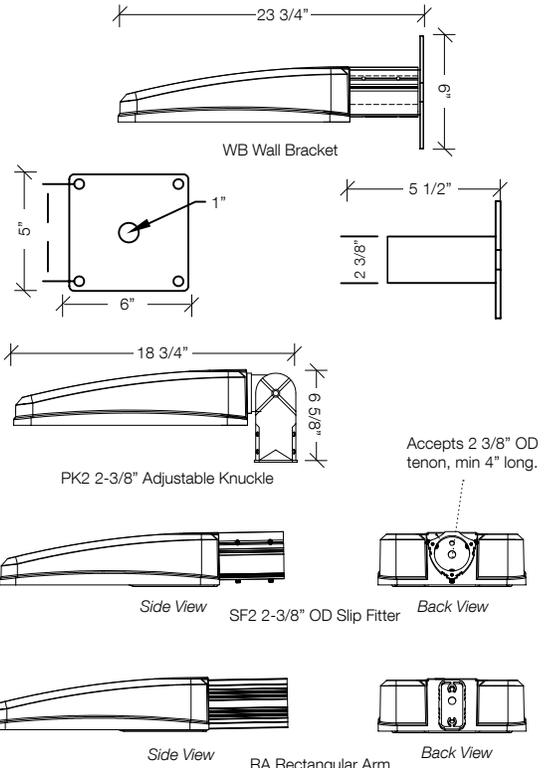
slip fitter

DIMENSIONS



A	B	C	Weight:	EPA
22.75" (578 mm)	16.75" (425 mm)	4.13" (105 mm)	15.0 lbs (6.8 kg)	.67 ft ²

MOUNTING OPTIONS



CERTIFICATIONS/LISTINGS



*3000K and warmer CCTs only



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ORDERING INFORMATION

ORDERING EXAMPLE: VPS/30NB-90/5K/T5R/UNV/PCR-TL/SF2/GENIXX/BLC/RA/BBT

VPS								
SERIES	ENGINE-WATTS	LED COLOR	VOLTAGE	ELECTRICAL OPTIONS	CONTROL OPTIONS	FINISH		
VPS viper-small	22NB-50 50W, LED array 22NB-70 70W, LED array 30NB-70 70W, LED array 30NB-90 90W, LED array 48NB-110 110W, LED array 60NB-136 136W, LED array	3K 3000K 4K 4000K 5K 5000K	UNV 120-277V 347V 347V 480V 480V	PCR-TL Twist lock receptacle with photo control PCR-SC Twist lock receptacle with shorting cap 2PF ^{1,2} dual power feed PCRU Twist lock receptacle	GENI-XX ^{3,5} energeni	BBT basic black textured BMT black matte textured WHT white textured MBT metallic bronze textured BZT bronze textured DBT dark bronze textured GYS gray smooth DPS dark platinum smooth GNT green textured MST metallic silver textured MTT metallic titanium textured OWI old world iron RAL _____		
		OPTICS ⁶			HOUSE SIDE SHIELD OPTIONS			
		T1 type I T2 type II T3 type III T4 type IV T5R type V, rectangular T5QM type V, square medium T5W type V, round wide FR front row auto optic			HSS-90 house side shield 90° HSS-180 house side shield 180° BLC ⁴ backlight control			
					SENSOR OPTIONS			
					MDD ³ motion dimming detector			

MOUNTING OPTIONS

- RA rectangular arm for round or square pole mount. RPA included.
- SF2 2 3/8" OD slip-fitter
- PK2 2 3/8" adjustable knuckle

ACCESSORIES

- WB wall bracket (use with SF2 or PK2), SF2 standard

MDD ORDERING INFORMATION: When ordering a fixture with the motion detection option (MDD), please specify the appropriate information. These settings are specified in the ordering as shown in the example below.

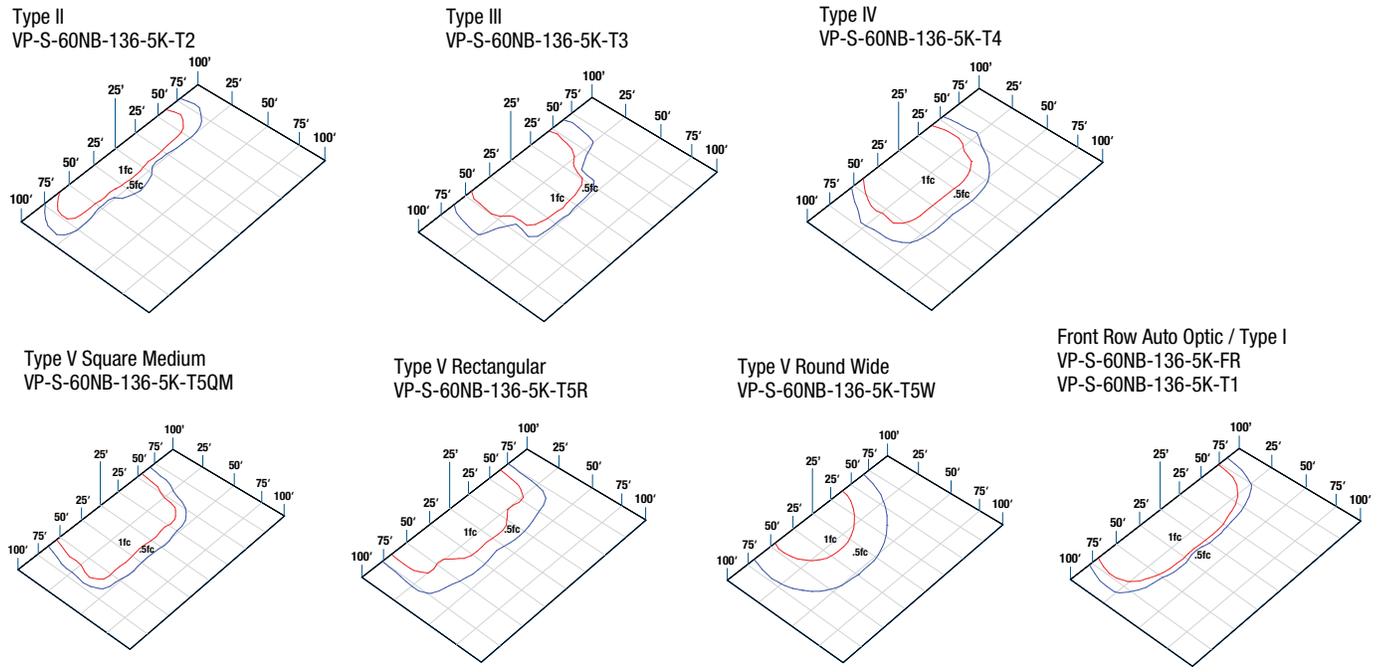
VPS / 30NB-90 / 5K / T5R / UNV / MDD - 1 to 30 min. - 33% or 50% - ?? / MT

High to Dim Delay Low Level Mounting Height (ft.)

¹ not available with 30NB-90
² not available @ 347V or 480V input
³ Not available with other control or sensor options.
⁴ T4 optic only
⁵ When ordering Energeni, specify the routine setting code (example GENI-04). See Energeni brochure and instructions for setting table and options. Not available with sensor options.
⁶ To rotate optics Left or right 90 degrees, specify L or R after the optical distribution example T4L.



PHOTOMETRICS



PERFORMANCE DATA

# LED'S	DRIVE CURRENT (MILLIAMPS)	SYSTEM WATTS	DISTRIBUTION TYPE	5K (5000K nominal, 70 CRI)					4K (4000K nominal, 70 CRI)				
				LUMENS	LPW ¹	B	U	G	LUMENS	LPW ¹	B	U	G
22	700 mA	50	FR/T1	6081	113	1	0	1	6020	112	1	0	1
			T2	5415	101	2	0	2	5361	100	2	0	2
			T3	5274	99	1	0	2	5221	98	1	0	2
			T4	5832	109	1	0	2	5774	108	1	0	2
			T4-BLC	3589	67	0	0	1	3554	66	0	0	1
			T5QM	5919	110	3	0	1	6860	109	3	0	1
			T5R	6030	112	3	0	3	5969	111	3	0	3
22	875 mA	70	FR/T1	7152	108	1	0	1	7080	107	1	0	1
			T2	6761	102	2	0	2	6693	101	2	0	2
			T3	6502	99	2	0	2	6437	98	2	0	2
			T4	6624	100	1	0	2	6558	99	1	0	2
			T4-BLC	3838	68	0	0	1	3799	58	0	0	1
			T5QM	7285	110	3	0	1	7213	109	3	0	1
			T5R	7747	111	3	0	3	7094	107	3	0	3
30	700 mA	70	FR/T1	8096	113	1	0	1	8016	112	1	0	1
			T2	7204	101	2	0	2	7133	100	2	0	2
			T3	7743	108	2	0	2	7666	107	2	0	2
			T4	7896	111	1	0	2	7817	110	1	0	2
			T4-BLC	4784	67	0	0	2	4740	66	0	0	2
			T5QM	7846	110	3	0	1	7768	109	3	0	1
			T5R	8035	112	3	0	3	7954	111	3	0	3
30	875 mA	90	FR/T1	9757	108	1	0	1	9660	107	1	0	1
			T2	9225	102	2	0	3	9133	101	2	0	3
			T3	8870	99	2	0	2	8781	98	2	0	2
			T4	9036	102	1	0	3	8946	101	1	0	3
			T4-BLC	5233	58	0	0	2	5181	58	0	0	2
			T5QM	9935	110	3	0	1	9835	109	3	0	1
			T5R	9771	109	3	0	3	9674	107	3	0	3
48	700 mA	110W	FR/T1	12679	114	2	0	1	15522	113	2	0	1
			T2	11332	102	3	0	3	11220	101	3	0	3
			T3	11220	101	2	0	3	11108	100	2	0	3
			T4	12342	111	2	0	3	12219	110	2	0	3
			T4-BLC	7492	67	0	0	2	7417	67	0	0	2
			T5QM	12342	111	3	0	2	12219	111	3	0	2
			T5R	12567	113	4	0	4	12441	112	4	0	4
60	700 mA	136W	FR/T1	15848	116	2	0	1	15690	115	2	0	1
			T2	14165	103	3	0	3	14025	102	3	0	3
			T3	14025	102	3	0	3	13885	101	3	0	3
			T4	15427	113	2	0	3	15274	111	2	0	3
			T4-BLC	9365	68	0	0	3	9271	68	0	0	3
			T5QM	15427	113	4	0	2	15274	111	4	0	2
			T5R	15708	115	4	0	4	15259	111	4	0	4
T5W	15218	111	4	0	2	15066	111	4	0	2			

¹Lumen values are from photometric tests performed in accordance with IESNA LM-79-08. Data is considered to be representative of the configurations shown. Actual performance may differ as a result of end-user environment and application.



ELECTRICAL DATA

# OF LEDS	NUMBER OF DRIVERS	DRIVE CURRENT (mA)	INPUT VOLTAGE (V)	SYSTEM POWER (w)	CURRENT (Amps)
22	2	700 mA	120	50	0.4
			277		0.2
			347		0.1
			480		0.1
22	2	875 mA	120	70	0.6
			277		0.3
			347		0.2
			480		0.1
30	2	700 mA	120	70	0.6
			277		0.3
			347		0.2
			480		0.1
30	1	875 mA	120	90	0.8
			277		0.3
			347		0.3
			480		0.2
48	1	700 mA	120	110	0.9
			277		0.4
			347		0.3
			480		0.2
60	1	700 mA	120	136	1.1
			277		0.5
			347		0.4
			480		0.3

PROJECTED LUMEN MAINTENANCE

AMBIENT TEMP.	0	25,000	50,000	TM-21-11 60,000	100,000	Calculated L70 (HOURS)
25°C / 77°C	1.00	0.97	0.95	0.95	0.92	>470,000

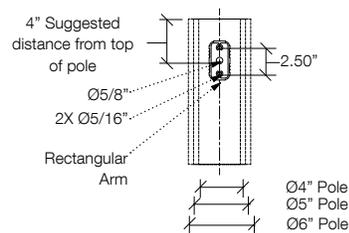
¹ Projected per IESNA TM-21-11

Data references the extrapolated performance projections for the base model in a 40°C ambient, based on 10,000 hours of LED testing per IESNA LM-80-08.

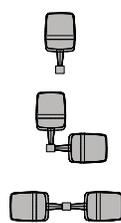
AMBIENT TEMPERATURE		LUMEN MULTIPLIER
0°C	32°F	1.02
10°C	50°F	1.01
20°C	68°F	1.00
25°C	77°F	1.00
30°C	86°F	0.98
40°C	104°F	0.98

Use these factors to determine relative lumen output for average ambient temperatures from 0-40°C (32-104°F).

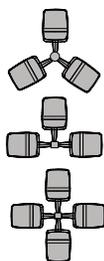
DRILL PATTERN



EPA

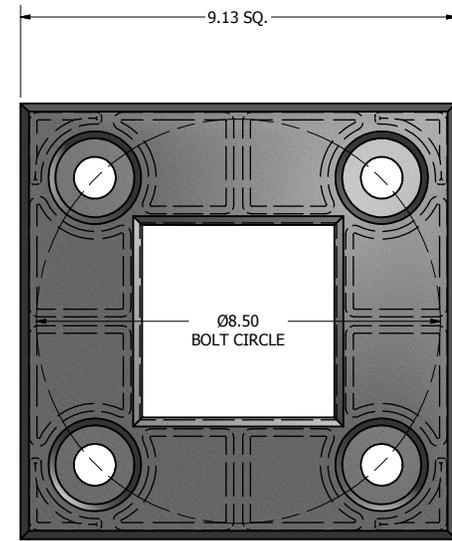
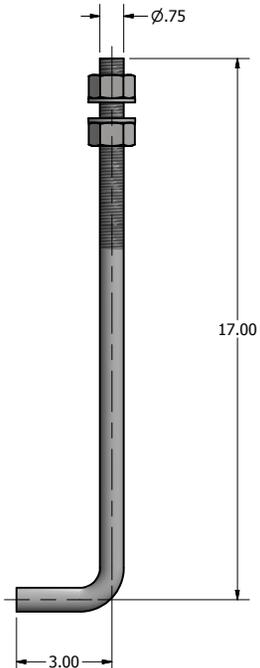
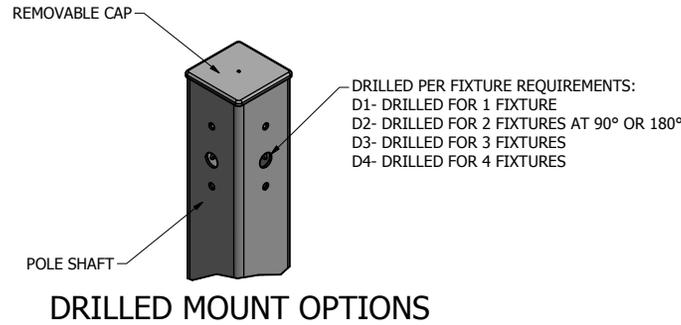
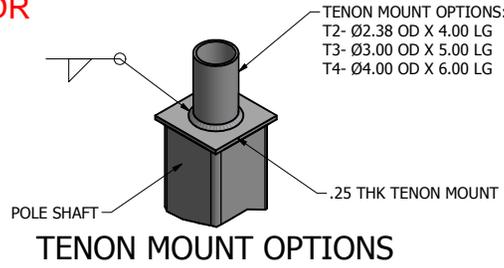


Config.	EPA
1	.67
2 @ 90°	.95
2 @ 180°	1.34



Config.	EPA
3 @ 120°	1.36
3 @ 90°	1.5
4 @ 90°	1.5

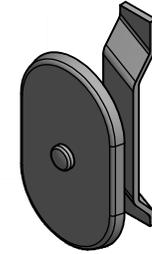
55 UNIVERSITY DR
AMHERST



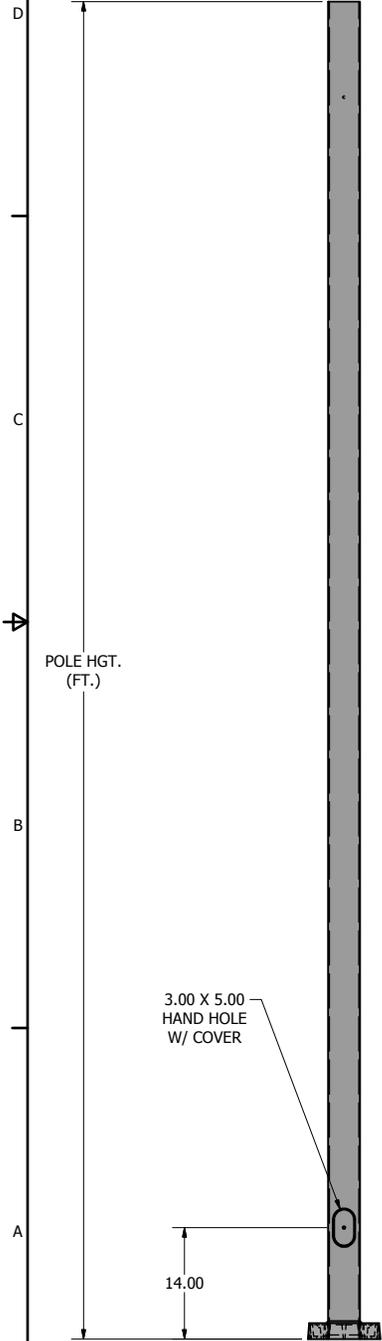
POLE SPECIFICATIONS				
NO.	COMPONENT	MAT'L DESIGNATION		
1.	POLE SHAFT	6063-T6		
2.	BASE PLATE	A356-T6		
3.	ANCHOR BOLTS	F1554 GR. 55		
4.	GALVANIZED HARDWARE	A153		
FINISH SPECIFICATIONS				
POLES SHALL HAVE A POLYESTER POWDER COAT FINISH IN A STANDARD COLOR.				
POLE DIMENSIONS				
POLE HGT. (FT.)	TOP SQ. SIZE (IN.)	BOT. SQ. SIZE (IN.)	GAGE	MTG. HGT. (FT.)
10'	4.00	4.00	.125	10'
BASE PLATE DIMENSIONS				
BOLT CIRCLE (IN.)	BASE PLATE DIM. (IN.)	BOLT HOLE (IN.)	PLATE THK. (IN.)	
8.50	9.13 SQ	.88	.75	
ANCHOR BOLT DIMENSIONS				
ANCHOR BOLT DIA. (IN.)		ANCHOR BOLT LENGTH (IN.)		
.75		20.00		
ALLOWABLE WIND LOADING (SQ. FT.)				
WIND*	80 MPH	90 MPH	100 MPH	120 MPH
EPA	10.6	8.3	6.3	4.5

*WITH 1.3 GUST FACTOR

CPA-1-4012-10-AB-D1-BK
POLE FOR FIXTURE A



3.00 X 5.00 HAND HOLE COVER



SOME GEOGRAPHICAL AREAS HAVE SPECIAL WIND CONDITIONS THAT CAN CREATE WIND INDUCED VIBRATIONS CAUSING A FATIGUE PROBLEM. NO METHOD HAS YET BEEN FOUND FOR PREVENTING OR REDUCING THE RISK OF FAILURE UNDER THESE WIND CONDITIONS. THE USER CANNOT BE GUARANTEED AGAINST, AND ARE THE RESPONSIBILITY OF A LOCAL SITE ENGINEER.

TITLE: CPA-1-4012-10
CATALOG: CPA-1-4012-10
DWG NO: CPA-1-4012-10
SIZE: C
SHEET 1 OF 1

23171 Groesbeck Hwy.
Warren, MI 48089
P: (586) 774-6105 | F: (586) 774-5706
www.generalstructuresinc.com

GENERAL STRUCTURES INC.
A DOW COMPANY

2/18/2015
DRAWN: M. HARVALA
CHECKED: _____
REVISION: _____ DATE: _____
APPROVED: _____
QUOTE: _____
S.O.# _____
REF: _____
SCALE: NONE

180°
270° 0° 90°
HANDHOLE

TRAVERSE SERIES

SURFACE/CEILING/GARAGE

Cat.#

Job

55 UNIVERSITY DR
AMHERST

Type

B & B1



Approvals

SPECIFICATIONS

Intended Use:

The Traverse luminaire is a wall surface mounted luminaire with a field replaceable LED light engine & optical bezel system. Internal components are totally enclosed in rain-tight and corrosion-resistant die cast aluminum housing. The TRV Luminaire is suitable for wet locations.

Construction:

- Traverse luminaire consists of a die cast aluminum two-piece housing.
- Die cast main (thermal) housing provides direct heat exchange between the LED light engine and the cool outdoor air by drawing heat through integral heat channels and out to the sculptured and functional luminaire surface.
- LED drivers are thermally isolated from the main housing, mechanically attached and heat sunk to the rear housing.
- Main housing is designed with heat dissipating fins for LED thermal management without the use of metallic screens, cages, or fans.
- Shape of the main housing is designed to prevent debris accumulation and as a bird nesting deterrent. The back and main housings are designed to hinge open for easy mounting and easy access.

LED/Optics:

- Optical one piece cartridge system consisting of an LED engine, LED lamps, optics, gasket and stainless steel bezel.
- Cartridge is held together with internal brass standoffs soldered to the board so that it can be field replaced as a one piece optical system.
- A two-piece die cut silicone and polycarbonate foam gasket ensures a weather-proof seal around each individual LED and allows the Traverse luminaire to be rated for high-pressure hose down applications.
- Optical cartridge is secured to the extruded housing with fasteners and a heat pad to ensure thermal conductivity.
- Optics are held in place without the use of adhesives and the complete assembly is gasketed for high pressure hose down cleaning.
- Cartridge assembly is available in various lighting distributions using TIR designed acrylic optical lenses over each LED.

Electrical:

- 100V through 277V, 50 Hz to 60 Hz (UNV).
- Power factor is min 0.92 at full load.
- All electrical components are rated at 50,000 hours at full load and 40°C ambient conditions per MIL-217F Notice 2.
- Optional 0 to 10 volt dimming drivers are available upon request.
- Component-to-component wiring within the luminaire may carry no more than 80% of rated load and is listed by UL for use at 600VAC at 50°C or higher.
- Plug disconnects are listed by UL for use at 600 VAC, 15A or higher. 15A rating applies to primary (AC) side only.

- Surge protection - 20KA; Shuts off at end of life.

Controls/Options:

- Traverse is available with an optional passive infrared (PIR) motion sensor capable of detecting motion 360° around the luminaire. When no motion is detected for the specified time, the Motion Response system reduces the wattage down to a factory preset level, reducing light level accordingly. When motion is detected, the luminaire returns to full wattage and full light output. Please contact Beacon Products if project requirements vary from the standard configurations
- Available with Energeni for optional set dimming with simple delay, or timed dimming based on hours of operation or time of night (see Energeni product page for more details www.beaconproducts.com/products/energeni)
- Also available with **Beaconnect** Wireless Control System (see **Beaconnect** product page for more details www.beaconproducts.com/products/beaconnect).

Installation:

- Rear housing (back plate) is designed with various bolt patterns for direct wall mounting or mounting to a recessed 4" junction box.
- Rear housing has three integral 3/4" NPT power feed locations (bottom and each side) for surface mounted conduit applications.
- After mounting the rear housing to the wall or junction box, the main housing is designed to hang and hinge closed after connecting the male and female quick connectors.
- Mounting design permits a simple retrofit to existing wall luminaires that utilize surface mount or recessed junction boxes.

Finish:

- Beacote V polyester powder-coat electrostatically applied and thermocured.
- Beacote V finish consists of a five stage iron phosphate chemical pretreatment regimen with a polymer primer sealer, oven dry off, and top coated with a thermoset super TGIC polyester powder coat finish.
- The finish meets the AAMA 605.2 performance specification which includes passing a 3000 hour salt spray test for corrosion resistance and resists cracking or loss of adhesion per ASTM D522 and resists surface impacts of up to 160 inch-pounds.

Listings:

The luminaire shall bear a CSA label and be marked suitable for wet locations (standard).

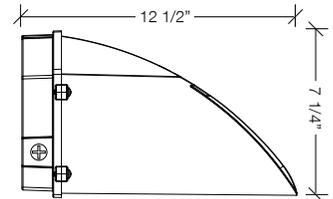
Warranty:

Five year limited warranty (for more information visit: <http://www.hubbellighting.com/resources/warranty>).

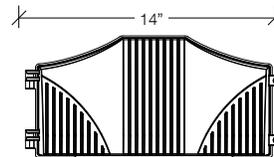
PRODUCT IMAGE(S)



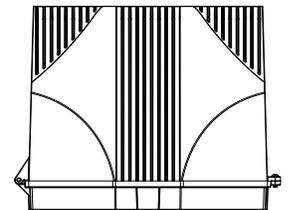
DIMENSIONS



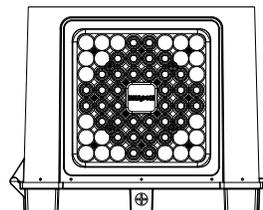
Side View



Front View



Top View



Bottom View

CERTIFICATIONS/LISTINGS



*3000K and warmer CCTs only



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ORDERING INFORMATION ORDERING EXAMPLE: TRV-D/60NB-136/5K/T5R/UNV/GENIXX/PEC/BBT

SERIES	ENGINE-WATTS	LED COLOR	OPTICS	CONTROL OPTIONS	FINISH
TRV-D Traverse Down Light	24NB-27 27 Watts - LED array	3K 3000K	T2 Type II	GENI-XX⁶ Energeni	BBT basic black textured
TRV-U¹ Traverse Up Light (lens req.)	24NB-55 55 Watts - LED array	4K 4000K	T3 Type III	WIS^{3,7} wiSCAPE Fixture Module, in-fixture relay for wireless lighting control	BMT black matte textured
	36NB-80 80 Watts - LED array	5K 5000K	T4 Type IV	WISSC^{3,7} wiSCAPE Fixture Module, in-fixture relay for wireless lighting control and motion/occupancy control	WHT white textured
	48NB-110 110 Watts - LED array		T5R Type V, rectangular	BCW^{7,8,9} Beaconnect	MBT metallic bronze textured
	60NB-136 136 Watts - LED array		2X2 Narrow spot flood		BZT bronze textured
			5X5 Medium flood		DBT dark bronze textured
				VOLTAGE	
				UNV 120-277V	
				347 347V	
				480 480V	
				SENSOR OPTIONS	
				BMD^{7,8,9,10} Beaconnect with motion sensor	
				MOB^{3,5,7} Motion sensor 33% or 50% dimming	
				OCS⁷ Occupancy sensor (on/off)	
				ELECTRICAL OPTIONS	
				PEC Photocell, button	
				2PF^{2,3,11} Dual power feed	
				BPC⁴ Cold weather battery pack	



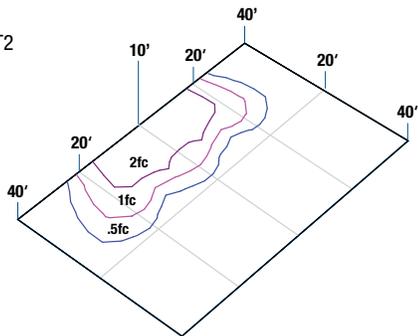
DesignLights Consortium qualified. Consult DLC website for more details: <http://www.designlights.org/QPL>

¹ Indoor use only
² Not available on 24NB-27
³ Not available @ 347V or 480V input
⁴ 36NB-80 only
⁵ Not available on 48NB-110 or 60NB-136
⁶ When ordering Energeni, specify the routine setting code (example GENI-04). See Energeni brochure and instructions for setting table and options. Not available with sensor options.
⁷ Not available with other control or sensor options. PEC is available with MOB and OCS.
⁸ Specify group and zone. See **Beaconnect** product page for more details.
⁹ Must use **Beaconnect** with motion sensor. See **Beaconnect** product page for more details.
¹⁰ Specify time delay; dimming level and mounting height.
¹¹ Not available with BCW option.

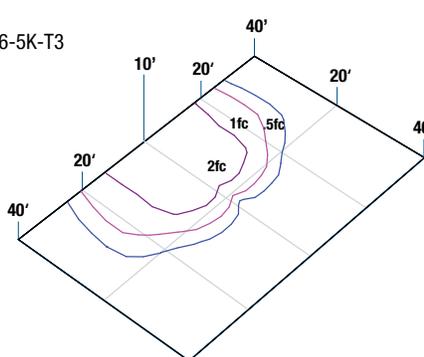
BEACONCONNECT ORDERING INFORMATION: When ordering a fixture with the **Beaconnect** lighting control options please specify the appropriate group and sensor information. Please provide dimming schedule information in either the **Beaconnect** excel spreadsheet or **Beaconnect** software. For more detailed information please visit www.beaconproducts.com/beaconnect or contact beacon tech support at (800) 345-4928. These settings are specified in the ordering as shown in the example below. (Family) / 24NB-55 / 5K / T3 / UNV / BCW-(Group 1-16)_____- (Optional Zone 1-250)_____/BMD - ___Time Delay(1 to 255)____ - ___Dimming%(1 to 100)____ - ___mounting height(1-20ft)____/ Example: TRV/24NB-55/5K/T3/UNV/BCW-G1 /BMD-30M-50%-10F/DBT for luminaires without sensors in the group omit the BMD ordering logic Example: TRV/24NB-55/5K/T3/UNV/BCW-G1 /DBT

PHOTOMETRICS

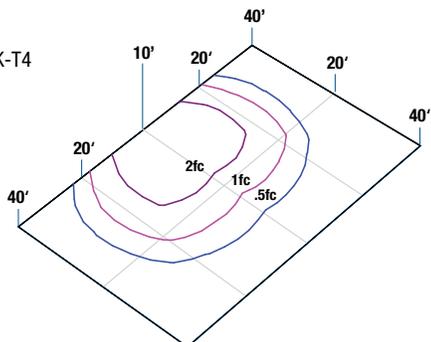
Type II
TRV-60NB-136-5K-T2



Type III
TRV-60NB-136-5K-T3



Type IV
TRV-60NB-136-5K-T4



PERFORMANCE DATA

# LED'S	DRIVE CURRENT (MILLIAMPS)	SYSTEM WATTS	DISTRIBUTION TYPE	5K (5000K nominal, 70 CRI)					4K (4000K nominal, 70 CRI)					3K (3000K nominal, 80 CRI)				
				LUMENS	LPW ¹	B	U	G	LUMENS	LPW ¹	B	U	G	LUMENS	LPW ¹	B	U	G
24	350mA	27w	T2	2833	105	1	0	1	2805	104	1	0	1	2408	89	1	0	1
			T3	2805	104	1	0	1	2777	103	1	0	1	2392	89	1	0	1
			T4	3086	114	1	0	1	3055	113	1	0	1	2623	97	1	0	1
			T5R	3142	116	2	0	2	3111	115	2	0	2	2670	99	2	0	2
			5X5	3031	112	2	0	1	3001	111	2	0	1	2577	95	2	0	1
			2X2	3287	122	3	0	1	3254	121	3	0	1	2794	103	3	0	1
24	700mA	55w	T2	5666	102	2	0	2	5610	101	2	0	2	4816	86	1	0	2
			T3	5610	101	1	0	2	5554	100	1	0	2	4784	86	1	0	2
			T4	6171	111	1	0	2	6110	109	1	0	2	5245	94	1	0	2
			T5R	6283	113	3	0	3	6221	111	3	0	3	5341	96	3	0	3
			5X5	6063	110	3	0	1	6002	109	3	0	1	5153	94	3	0	1
			2X2	6573	118	4	0	1	6508	117	4	0	1	5587	100	4	0	1
36	700mA	80w	T2	8505	101	2	0	3	8415	100	2	0	3	7224	87	2	0	2
			T3	8415	100	2	0	2	8331	99	2	0	2	7175	86	2	0	2
			T4	9256	110	1	0	3	9164	109	1	0	3	7868	94	1	0	3
			T5R	9425	112	3	0	3	9331	111	3	0	3	8011	96	3	0	3
			5X5	9094	109	4	0	1	9003	108	4	0	1	7730	93	3	0	1
			2X2	9860	118	4	0	1	9762	116	4	0	1	8381	100	4	0	1
48	700mA	110w	T2	11332	102	3	0	3	11220	101	3	0	3	9633	87	2	0	3
			T3	11220	101	2	0	3	11108	100	2	0	3	9567	86	2	0	3
			T4	12342	111	2	0	3	12219	110	2	0	3	10491	95	2	0	3
			T5R	12567	113	4	0	4	12441	112	4	0	4	10682	96	3	0	3
			5X5	12126	109	4	0	1	12004	108	4	0	1	10307	93	4	0	1
			2X2	13147	118	5	0	1	13016	117	5	0	1	11175	101	5	0	1
60	700mA	136w	T2	14165	103	3	0	3	14025	102	3	0	3	12041	88	3	0	3
			T3	14025	102	3	0	3	13885	101	3	0	3	11959	87	3	0	3
			T4	15427	113	2	0	3	15274	111	2	0	3	13114	96	2	0	3
			T5R	15708	115	4	0	4	15259	111	4	0	4	13352	97	4	0	4
			5X5	15157	111	4	0	1	15006	110	4	0	1	12884	94	4	0	1
			2X2	16434	120	5	0	2	16269	119	5	0	2	13968	102	5	0	1

¹Lumen values are from photometric tests performed in accordance with IESNA LM-79-08. Data is considered to be representative of the configurations shown. Actual performance may differ as a result of end-user environment and application.

PROJECTED LUMEN MAINTENANCE

AMBIENT TEMP.	0	25,000	50,000	TM-21-11 60,000	100,000	Calculated L70 (HOURS)
25°C / 77°F	1.00	0.97	0.96	0.95	0.93	>560,000

¹ Projected per IESNA TM-21-11
Data references the extrapolated performance projections for the base model in a 40°C ambient, based on 10,000 hours of LED testing per IESNA LM-80-08.

ELECTRICAL DATA

# OF LEDS	NUMBER OF DRIVERS	DRIVE CURRENT (mA)	INPUT VOLTAGE (V)	OPER. CURRENT (Amps)	SYSTEM POWER (Watts)
24	1	(350mA)	120	0.23	27.0
			277	0.10	
24	2	(700mA)	120	0.46	55.0
			277	0.20	
36	1	(700mA)	120	0.68	80.0
			277	0.30	
48	1	(700mA)	120	0.92	110.0
			277	0.40	
60	1	(700mA)	120	1.13	136.0
			277	0.49	

AMBIENT TEMPERATURE		LUMEN MULTIPLIER
0°C	32°F	1.02
10°C	50°F	1.01
20°C	68°F	1.00
25°C	77°F	1.00
30°C	86°F	1.00
40°C	104°F	0.99
50°C	122°F	0.98

Use these factors to determine relative lumen output for average ambient temperatures from 0-50°C (32-122°F).



LAREDO SERIES

LMC - 30LEDs

Cat.#	
Job	Type



Approvals

SPECIFICATIONS

Intended Use:

Full cut-off IDA compliant perimeter or entry lighting for 12-18ft mounting heights that require high light output and maximum energy efficiency. Laredo LMC-30 LED wallpack provides low installation costs with little or no maintenance and 60%+ energy savings. Ideal for schools, factories, hospitals, warehouses and retail applications.

Construction:

Decorative die-cast aluminum housing and door. Rugged design protects internal components and provides excellent thermal management for over 70% lumen maintenance at 50,000 hours minimum LED life. Lektrocote® series powder paint finishes provide lasting appearance in outdoor environments. Five standard finishes include: Bronze, Black, Gray, White and Platinum.

Optics/Electrical

LED:

30 High power LEDs delivers up to 6070 lumens at 700mA and up to 3489 lumens at 350mA. Variety of distributions – Types II, III and IV (Forward throw). High CRI LEDs provide excellent color rendition with up to 100 lumens per watt efficiency.

- CCT- 5000K/ 67 CRI, 4000K/ 70 CRI, 3000K/ 80 CRI
- Electronic driver 71w system (2 drivers, 2 circuits), 0.4 AMPS max, or 35w (1 driver, 2 circuits), 0.3 amps max, 120-277V and 347V and 480V, 50/60Hz
- Surge protection – 20KA; Turns fixture off at end of life; Includes LED for end of life indication (see surge suppressor page 2)

Lenses:

Full cut-off distribution - individual acrylic LED optics provide IES Type II, III and IV distributions.

Installation:

Quick mount system provides rigid mounting over recessed junction boxes – fixture does not require opening for mounting. Foam gasket for sealing to smooth surfaces provided. Superior performance with 5 to 1 spacing to mounting height ratio. Minimum operating temperature is -40°C/ -40°F.

Controls:

Drivers are 0-10V dimming standard. Photocell and occupancy sensor options available for complete on/off and dimming control.

Listings:

- Listed to UL1598 for wet locations
- 40° C ambient environments
- U.S. Patent No. D563,587
- DesignLights Consortium (DLC) qualified, Consult DLC website for more details: <http://www.designlights.org/QPL>

LMC-30LU Egress Wallpack:

Designed to meet strict 1fc minimum requirements. At 12ft mounting height 1fc covers 16x16ft area, well beyond the 10x10ft standard; No upright, external test button; 120V or 277V only; Rated -20° C to 35° C

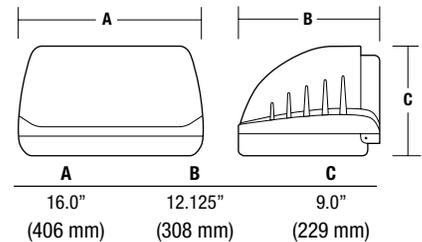
Warranty:

Five year limited warranty (for more information visit: <http://www.hubbelloutdoor.com/resources/warranty/>)

PRODUCT IMAGE(S)



DIMENSIONS



ORDERING INFORMATION

ORDERING EXAMPLE: LMC-30LU-5K-3-1-PC(4)

SERIES	NUMBER OF LEDS/SOURCE/VOLTAGE	CCT	IES DISTRIBUTION	DRIVE CURRENT	FINISH	OPTIONS
LMC	-	-	-	-	-	-
LMC Laredo Medium Cut-off	30LU 30 LEDs, Universal voltage 120-277V	3K 3000K nominal	2 Type II	BLANK STD 700MA	1 Bronze	BBU ¹ Integral battery for 120 or 277V rated for -20° C ambient; Available in 350mA (035) drive current only
	30L1 30 LEDs, 120V	4K 4000K nominal	3 Type III	035 350MA	2 Black	PC ¹ Button photocontrol, replace X with voltage, specify 1-120V, 2-208V, 3-240V, 4-277V
	30L2 30 LEDs, 208V	5K 5000K nominal	4 Type IV (Forward throw)		3 Gray	F ¹ Fusing (specify voltage per footnote)
	30L3 30 LEDs, 240V				4 White	SCP ^{1,2,3} Programmable motion control, factory default is 10% light output
	30L4 30 LEDs, 277V				5 Platinum	
	30LF 30 LEDs, 347V					
	30L5 30 LEDs, 480V					

1 PC(X) and F Replace X with 1-120V, 2-208V, 3-240V, 4-277V

2 Must order minimum of one SCP-REMOTE to program dimming settings, 0-10V fully adjustable dimming with automatic daylight calibration and different time delay settings, 120V-277V only

3 5 PC option not applicable, included in sensor



Spaulding Lighting • 701 Millennium Boulevard • Greenville, SC 29607 • Phone: 864-678-1000
Due to our continued efforts to improve our products, product specifications are subject to change without notice.

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ACCESSORIES/REPLACEMENT PARTS - Order Separately

Catalog Number	Description
LMC-SPC	Polycarbonate shield
PBT-1	120V button photocontrol
PBT-234	208/240/277V button photocontrol
93044764	40w, 700mA, 120-277V, 0-10V dimming driver
93052458	20KA surge protection with an end of life LED indicator
SCP-REMOTE	Remote control for SCP option; order at least one per project to program and control

PERFORMANCE DATA

# OF LEDS	DRIVE CURRENT	SYSTEM WATTS	DIST. TYPE	5K (5000K nominal, 67 CRI)		4K (4000K nominal, 70 CRI)		3K (3000K nominal, 80 CRI)	
				LUMENS	LPW ¹	LUMENS	LPW ¹	LUMENS	LPW ¹
30	BBU*	-	3	1546*	-	1405*	-	1101*	-
			2	3489	100	3151	90	2624	75
	350mA	35w	3	3448	98	3234	92	2632	75
			4	3422	98	3177	91	2644	76
			2	6070	87	5403	77	4469	64
			3	6023	86	5594	80	4538	65
	700mA	70w	4	5949	85	5461	78	4537	65

Lumen values are from photometric tests performed in accordance with IESNA LM-79-08. Data is considered to be representative of the configurations shown. Actual performance may differ as a result of end-user environment and application. Please consult IES files for BUG ratings.
*BBU emergency mode lumen output.

ELECTRICAL DATA

# OF LEDS	DRIVE CURRENT (mA)	INPUT VOLTAGE (V)	CURRENT (Amps)	SYSTEM POWER (w)
30	-035 (350mA)	120	0.33	35.00
		277	0.14	35.00
	STD. (700mA)	120	0.60	70.00
		208	0.35	70.00
		277	0.26	70.00
		347	0.22	70.00
		480	0.16	70.00

PROJECTED LUMEN MAINTENANCE

Ambient Temp.	OPERATING HOURS					
	0	25,000	50,000	TM-21-11 ¹ L96 60,000	100,000	L70 (hours)
25°C / 77°F	1.00	0.97	0.95	0.95	0.92	>539,000

1. Projected per IESNA TM-21-11 * (Nichia 219B, 700mA, 85°C Ts, 10,000hrs)
Data references the extrapolated performance projections for the LMC-30LU-5K base model in a 40°C ambient, based on 10,000 hours of LED testing per IESNA LM-80-08.

LUMINAIRE AMBIENT TEMPERATURE FACTOR (LATF)

AMBIENT TEMPERATURE	LUMEN MULTIPLIER	
0° C	32° F	1.02
10° C	50° F	1.01
20° C	68° F	1.00
25° C	77° F	1.00
30° C	86° F	1.00
40° C	104° F	0.99
50° C	122° F	0.98

Use these factors to determine relative lumen output for average ambient temperatures from 0-40°C (32-104°F).

SURGE PROTECTION

- Field replaceable surge protection device (SPD) provides 20KA and 10KV protection meeting ANSI/IEEE C62.41.2 Category C High and Surge Location Category C3
- The SPD is designed with a clamping voltage of 1600V at 20KA using industry standard 8/20µs waveform
- Max surge current = 20,000 Amps (see table)
- LED Indicator – Green LED is unlit at end of life

Pulse Rating (8 x 20 µSec)	
Strikes	Surge
1	20,000 A
2	15,000 A
15	10,000 A
120	3,000 A

	cRUus	CE
I _n	10KA	5KA

