



COMMUNITY OUTREACH
PRESENTATION

COMPANY BACKGROUND



XHALE NEW ENGLAND DISPENSARY (XHALE) IS THE NAME OF A NEW RECREATIONAL RETAIL CANNABIS DISPENSARY COMPANY,



XHALE WILL FOCUS ON THE SALE AND SUPPLY OF RECREATIONAL CANNABIS PRODUCTS; TO AGE APPROPRIATE CONSUMERS IN THE MATTAPAN NEIGHBORHOOD.



XHALE WILL MARKET TOP QUALITY PRODUCTS FROM EXISTING AND FUTURE LICENSED MASSACHUSETTS CANNABIS PRODUCERS TO ESTABLISH AND MAINTAIN ITS CUSTOMER BASE.



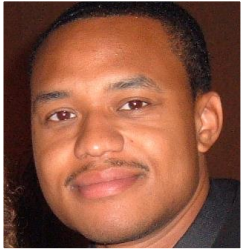
INTRODUCTION TO THE TEAM

XHALE

- Anthony Perkins
- Sharon Allen-Perkins
- Jarrell Perkins
- Omar Lawrence



WHO ARE WE?....



Anthony Perkins

- Boston native, was born and raised in Mattapan.
- Attended high school at Boston Latin Academy.
- Graduated from Boston University with degrees in finance and management information systems.
- Received his MBA from Boston College Carroll School of Management.
- Over 16+ years of experience in the Financial Service industry.
- Vice Presidents of Finance for companies such as BNY Mellon, Santander Bank, and Johnson & Johnson.
- Currently Sr. Operational Finance Manager at Boston Consulting Group and a Licensed Real Estate Agent.
- In addition, with family owns multiple properties in the Mattapan neighbor, where he continuously works to give back to the neighborhood.



WHO ARE WE?....



Sharon Allen-Perkins

- **Boston native. Born and raised in Mattapan.**
- **Attended Boston Latin Academy High School.**
- **Graduate of the University of North Carolina at Chapel Hill (UNC-CH), obtaining a bachelor of arts in Political Science and African American Studies.**
- **Received her Juris Doctor from Suffolk Law School in 2002.**
- **For the last 16+ years, has been an active member of the bar upholding the laws of the Commonwealth**
- **Also a professor at a College of the Commonwealth.**



WHO ARE WE?....



Jarrell Perkins

- A native of Boston, Massachusetts.
- Attended high school at Boston Latin Academy.
- A graduate of Bentley University in Waltham, Massachusetts.
- Finance director at global Healthcare NGO. Responsible for the company's accounting, tax, and assurance.
- Prior to entering non-profit, he worked as a management consultant in Chicago and Washington, DC.
- Also a member of the Board of Trustees of Mother Caroline's Academy, a private girl's school in the city of Boston.



WHO ARE WE?....



Omar Lawrence

- Born to Honduran immigrants, first-generation lifelong resident of Boston, Ma., raised in Mattapan
- As a participant in the Metco program, completed primary and secondary education as a student in Brookline, MA.
- Attended Howard University in Washington, D.C. for his undergraduate degree.
- Returned to Boston and started his professional career at the Department of Social Services.
- He continued on to additional endeavors by joining the Electrician's union,
- As well as running a successful restaurant for six years.
- Omar's love of seafood led him to open his current business, Bobby Fish (named after his father).
 - The fish market and sandwich shop has quickly become a fixture in the community and was nominated as Business OfTheYear in Boston's Main Streets program.

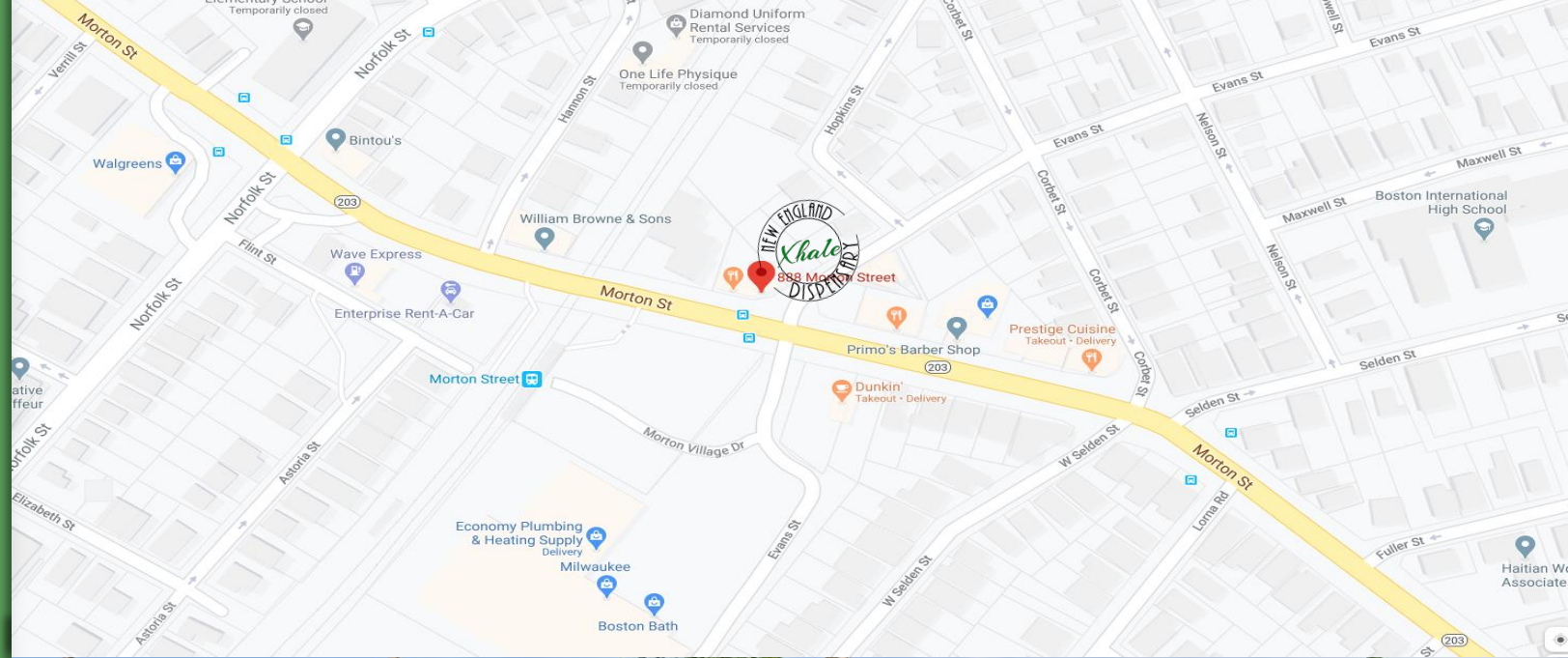
MISSION



- Our mission is to establish a first-class recreational cannabis dispensary store that will offer a safe location for retail cannabis to the residence of the Mattapan neighborhood.
- Also, providing an opportunity for our community to have a voice in how funds can positively and directly impact our neighborhood.

PROPOSED LOCATION

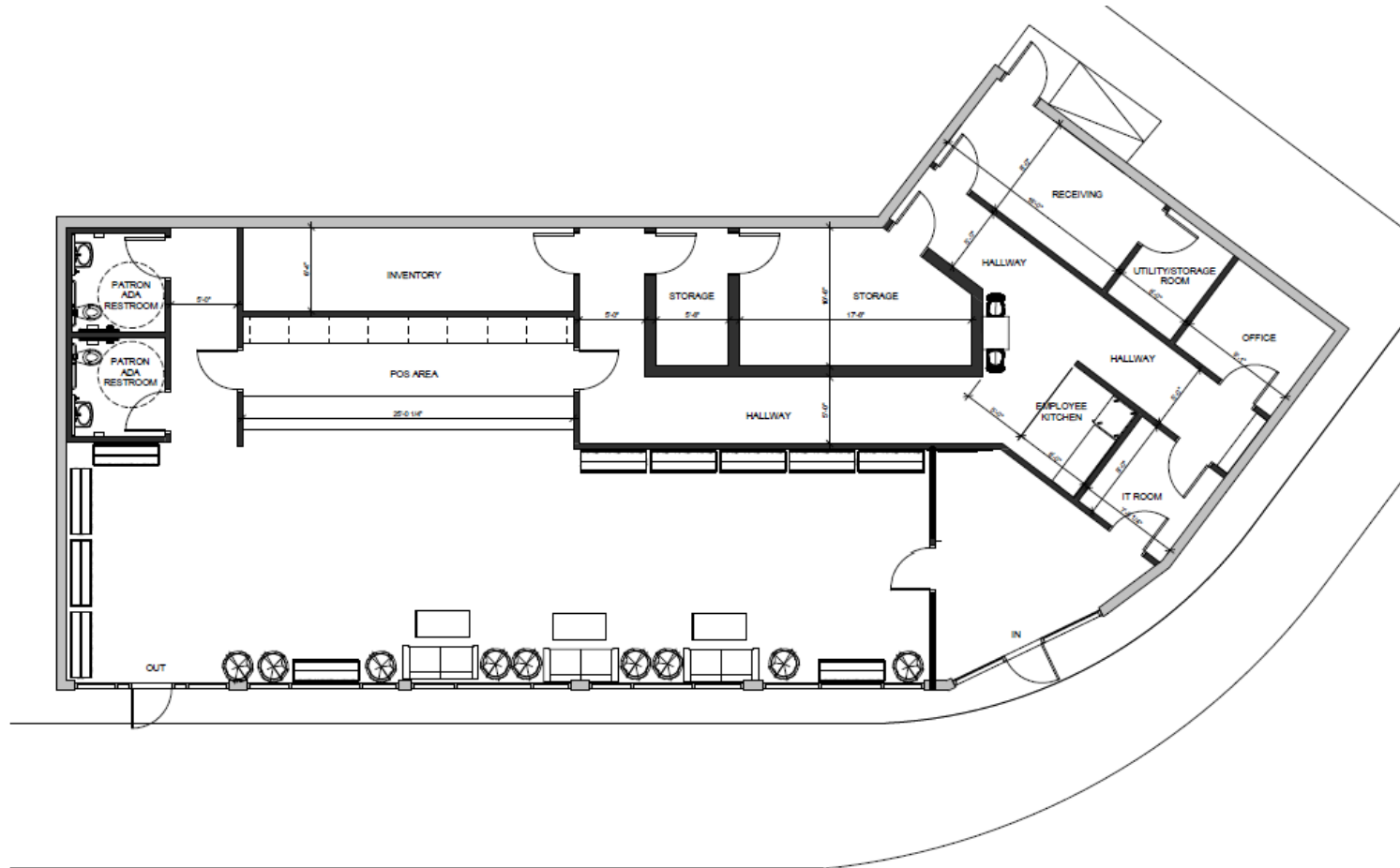
- 888 Morton St
- Mattapan Ma 02126
- Type: Retail
- Square footage: Over 2300sf
- Zoning Compliant with town bylaws
- Buffer Zone – not located within 500 feet of a public or private school
- Parking lot large enough for approximately 15- 20 cars



XHALE EXTERIOR DESIGN



XHALE FLOOR PLAN



XHALE INTERIOR DESIGN



Interior Video

BUSINESS OPERATION



Hours of Operation

- 10am – 8pm (Mon – Sat)
- 10am – 4pm (Sundays)

Customers

- Customers by appointment only (1st month)
- Required identification verified/scanned/stored on our database

Workforce

- Locally sourced talent
- Well trained to service customers needs



SAFETY & SECURITY: ACCESS

Will follow all 935.CMR 500:100 regulations:

- All patrons of the establishment must enter through the front entrance where they will be buzzed into a vestibule by security personnel.
- Once in the vestibule, security receptionists will enforce strict access control. Checking all identification cards prior to allowing access to the sales floor.
- All patrons will exit through the rear entrance leading directly to the parking lot. No overlap with entering consumers
- The establishment will have a primary and secondary security alarm system. All Security information will be stored off premises to ensure data integrity.
- The camera system complies with all applicable requirements. The dispensary will be monitored live by security on site during all hours of operations.
- An electronic and auditable visitor log shall be maintained for all outside vendors.



SAFETY & SECURITY: INTERIOR

- All limited access areas will have appropriate signage.
- Products will be located in locked, secure vault under video surveillance.
- Secure, smart access to storage facilities.
- The establishment will have the capability of maintaining power during a power outage.
- Several panic alarms will be located strategically throughout the facility
- Will coordinate deliveries with vendors to minimize risk



SAFETY & SECURITY: EXTERIOR

- The parking lot will have minimum and motion based lighting to promote visibility and safety without light pollution.
- Video surveillance will be present throughout the exterior of the facility, all doors and windows, and any interior portion of the facility that will contain marijuana.
- No externally visible cannabis signage or product
- Adequate security and uniformed officers to help deter loiters.
- Gated Lot - illuminated through out the night.
- Regular meetings held that will develop and foster relationships with neighborhood law enforcement to ensure public safety.



SHARED CONCERNS

Traffic

- Private Parking lot will allow for approximately 15 - 20 cars
- Ideally located at intersection with traffic lights.
- Worked with City of Boston Transportation Department to allow access to parking lot from Morton st once Evan St is converted to a One-way.
- Large parking entrance to allow for easy entrance and exit flow.
- Uniformed detail officers will manage parking and traffic flow.
- 1st month will be by appointment only to manage potential initial rush.
- Walking Distance to the MTBA Commuter Rail / MBTA Bus Route



SHARED CONCERNS

Diversion

- All cannabis products will be tracked by weight from seed-to-sale by tracking system.
- Hiring and training will be designed to reduce the potential for product diversion.
- Live feed outdoor camera will prevent diversion to minors on or near our property.

Youth Prevention

- Visitors are required to present valid government approved age identification twice before they are allowed to assess our products.
- Products will not be package or marketed to underage patrons.
- Visitors to our website will be required to verify that they are over 21 years of age.



SHARED CONCERNS

Customer Agreement

- Upon their first visit to our facility, consumers will sign a 'Community Customer Agreement' agreeing that they have been educated on how to adequately handle, transport, and consume their product.
- Also agreeing the following behavior will not be permitted and risk being banned from the establishment.
 - Public consumption of cannabis
 - Illegal activity under state or local law
 - Littering
 - Loitering / Vehicular traffic
 - Illegal parking or "other" violations of traffic ordinances



NUISANCE PREVENTION

- Staff and security personnel will undergo rigorous training to implement a series of Standard Operating Procedures to ensure that they are educated about on-site safety protocol, safe transportation and storage of product; prevention of diversion to unauthorized parties; and prevention of neighborhood nuisance.
- Consumption of marijuana on-site or in the immediate neighborhood will not be tolerated. Anyone found in violation of this provision will be reported to law enforcement and not allowed back.
- Local business owners and residents will be given the direct contact information of our local dispensary manager, and my personal direct contact who will be on call to address and immediately remedy any issues that arise.



DIVERSITY AND INCLUSION PLAN

- XHALE is a 100% Black Owned and Controlled Company.
- Committed to hiring a diverse group of employees, suppliers, and contractors that reflect the demographic of the City of Boston.
- Recruit and retain diverse employees at all levels: We are committed to hiring a diverse group of candidates that reflect the demographic characteristics of the Mattapan neighborhood.
- Recruit and retain diverse suppliers and contractors: We will aim to recruit and retain diverse group of suppliers. 60% of suppliers used will be minority owned.
- Provide business assets (time, organization skills, finances) towards endeavors that will have a positive impact towards the promotion of sustainable, socially, and economically reparative practices in the cannabis industry in Massachusetts.

EMPLOYMENT PLAN



- Estimated 15 Employee Workforce
- \$16/hr Starting Pay
- Health Benefits
- 401k Program
- Paid Financial Literacy Training
- Goal of 55% Boston Residents
- Goal to reflect the makeup of Mattapan and Boston.
 - ❖ 55% People of Color
 - ❖ 50% Women
- Goal of 20% who have or have parents or spouses who have past drug convictions.

COMMUNITY SUPPORT



MEETINGS TO DATE

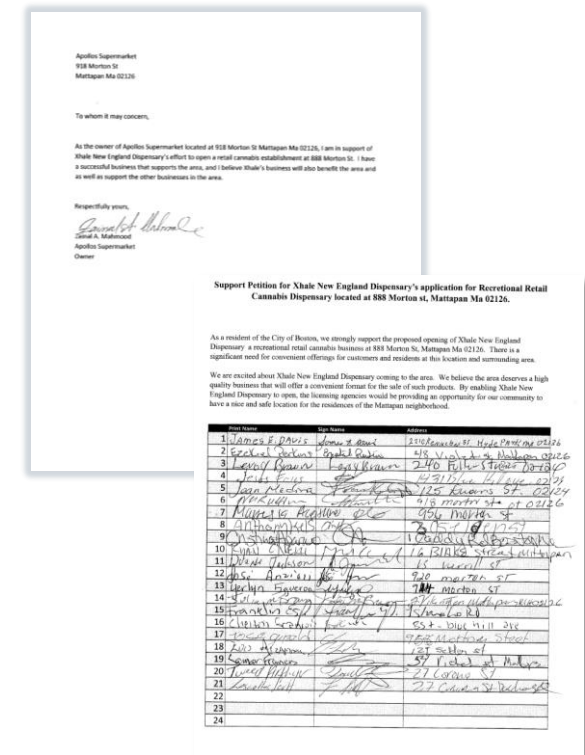
- Xhale has had over 40 meetings with Elected Officials, direct abutters, various Neighborhood Associations, local business owners, local nonprofit leaders, community members and residents.
- As part of that outreach, Xhale's leadership has had over 20 one on one meetings with direct abutters, local residents and community members. This includes an additional meetings with direct abutters designed to answer any additional outstanding questions following our Community Meeting.

SUPPORT DOCUMENTS

- To date, Xhale has received over 200 letters of support and petition signatures from the community.

A GOOD COMMUNITY PARTNER

- Xhale will continue their community outreach long after our establishment is open. If any neighbor, community member, or direct abutter has a concern, our leadership will personally meet with them to ensure those concerns are heard.





COMMUNITY IMPACT

- Provide a \$250K face lift to the facility, creating a modern and clean look to the building and façade.
- Interior reconstruction of the location to increase security and safety measures.
- Plans to develop and implement community outreach programs. Such programs and events will include food and clothing drives for local food banks, churches, and others.
- 3% community impact fee
- Plans to donate a percentage of yearly profits to schools and infrastructure of the surrounding community based on neighborhood's vote.
- Prioritize utilization of local contractors, suppliers, and vendors.



COMMUNITY IMPACT

- Hire locate talent from surrounding neighborhood.
- Recruit and retain diverse employees that reflect the neighborhood.
- Provide technical assistance workshops for young minorities across our various industries of expertise
 - Startup businesses (Entrepreneurship)
 - Finances
 - Real Estate
 - Cannabis industry



TRANSPORTATION AND DELIVERY OF PRODUCT

- Xhale assumes cannabis cultivator shall securely transport cannabis products to Xhale where upon delivery, Xhale shall assume responsibility to intake product.
- Deliveries shall be received in the Receiving area.
- Vendors shall use the video intercom at the exterior of the receiving door to request entry.
- Products shall be removed from the shipping container, validated and entered into the electronic inventory system.
- Products shall then be placed into the storage vault. Only the store manager shall receive inventory from cultivators and other vendors.
- All applicable state and county law pertaining to the transportation of cannabis products will be strictly followed by all Xhale New England Dispensary team members.



TRANSPORTATION OF MONIES TO AND FROM SITE

- Xhale shall adhere to the Cannabis Control Commission requirements for cash handling.
- Xhale shall capture all sales transactions in the electronic point of sale registers.
- The store manager shall ensure that cash shall be removed from registers.
- This cash shall be moved from the registers to the safe using a lockable cash transport bag.
- Signage shall be placed on the sales floor indicating that staff have no access to the drop safe. Consistent with generally accepted practices in a retail operations, cash will then be placed into an electronic drop safe in the office.
- The drop safe shall only be accessible by the facility manager who do end of day reconciliation of accounts and prepare cash for armored car pickup.
- Cash shall be prepared for deposit and placed in a tamper evident deposit bags with appropriate deposit slip.
- Xhale shall contract with an armored service to provide regular pickups of cash for deposit to an approved financial institution or DOR facility.

THANK YOU FOR YOUR TIME!!



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