

# **CADELLA LLC**

**COMMUNITY OUTREACH MEETING**

**NOVEMBER 23, 2021**

# WHO WE ARE

---

Cadella is proposing to open an adult-use cannabis dispensary at 715 Washington St., Quincy, MA.

---

We are a company dedicated to dispensing safe, pure products for our customers with an emphasis on curation and customization.

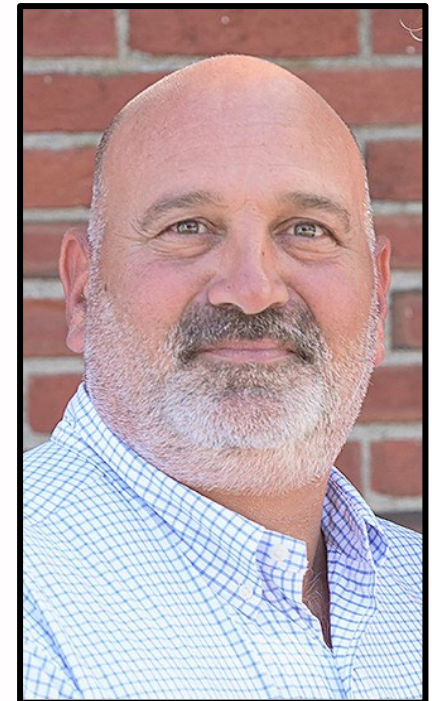
# RONALD AFFSA

## CO-FOUNDER

### Work Experience

Owner of Hairplace One [A Quincy Institution since 1972]

- Oversees a staff of 20 stylists. Provides creative and technical guidance, in addition to consistently investing in their careers by providing continued access to professional educators in the industry.
- Manages all aspects of salon operations, including but not limited to negotiating wholesale agreements with product suppliers and national brands, developing marketing and promotional strategies, and financial management.
- Has used the Salon to give back to the community via donations to local charities and recently giving free haircuts for prom for students impacted by COVID-19 and participating in the Saving by Shaving event by Granite Communications.



# JONATHAN NAPOLI

## CO-FOUNDER

### Work Experience

Founder and President of The Hempest, Inc.

- Manufacturing and retail company with multiple outlets which specializes in clothing and all products derived from hemp. Also includes a cannabis dispensary.

Founder and President of CannAssit, LLC

- Helps dozens of licensed cannabis clients in Massachusetts successfully get licensed, built out, compliant and operating.

Founder and President of The Boston Gardener

- He is active in urban gardening and cannabis education issues.

Founder and COO of VanGarden Cannabis, LLC



# FRANCIS GLASHEEN

## HEAD OF SECURITY

### Work Experience

- Graduate of the Massachusetts State Police Academy and went on to have a 35+ year career in law enforcement.
  - Recognized for exceptional problem-solving skills with a proven ability to manage, organize, and coordinate diverse state and federal operations.
- Employed by Herb Chambers Lexus of Hingham, MA, transporting vehicles and in customer service.
- Employed by Boston Scuba Inc. performing retail and customer service duties for a full-service scuba diving shop.



# QUINCY ROOTS

**Ronald Affsa has been involved with the City of Quincy for many years.**

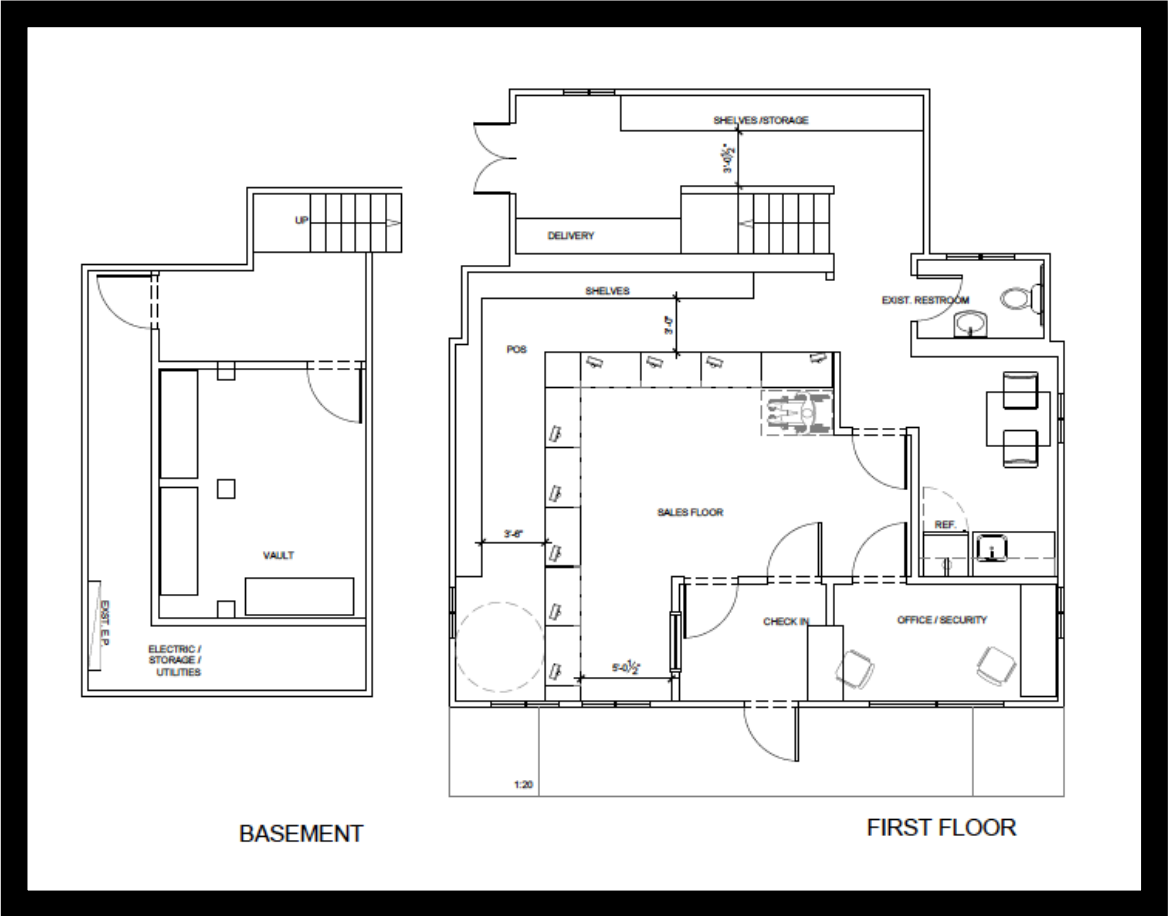
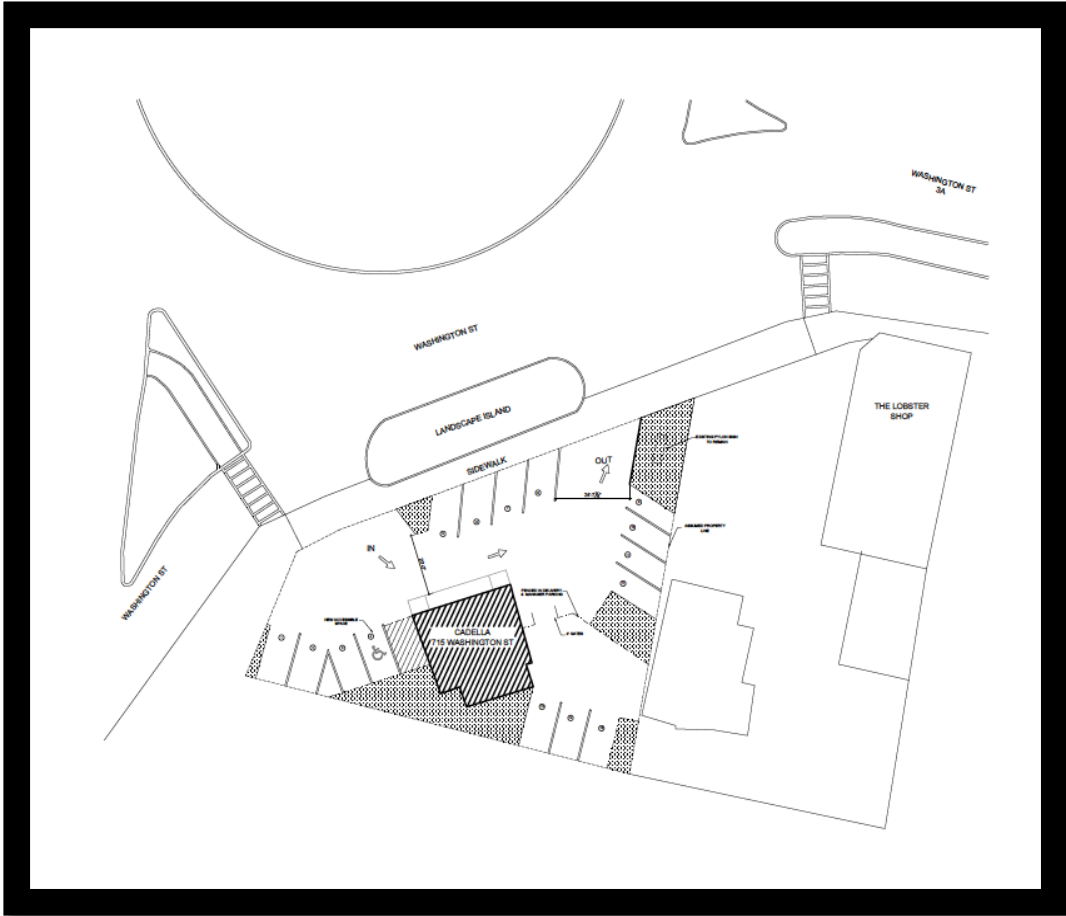
- Quarry Hill Advisory Board [1999-2003]
  - Met with developers working on the Granite Links/Quarry Hills project to ensure that all contractual agreements made with the city were being fulfilled.
- Quincy Historical Commission [2009-Present]
  - Overseen hundreds of proposals including signage, color schemes, and other aspects of constructions in Quincy to ensure the City's historical integrity is maintained.

**Francis is a graduate of Quincy College.**

# PROPOSED LOCATION



# PROPOSED FLOOR PLANS





# COMPLIANCE WITH ZONING SETBACK PROVISIONS



In accordance with the Quincy Zoning Ordinance, Cadella's proposed Marijuana Retailer is not located within 500 feet of any preexisting school, playground, day-care, recreational facility, park, library, public transit, beach, skating rink, on premises alcohol licenses, or any other facility where children commonly congregate.

Cadella will seek a special permit from the Zoning Board of Appeal for its operation.

# **COMPLIANCE WITH LOCAL PERMITTING**

Cadella will also apply for any other local permits required to operate a Marijuana Retailer Establishment at the proposed location.

Cadella will also work cooperatively with various municipal departments to ensure that the proposed facility complies with all state and local laws, regulations, rules and codes with respect to construction, design, operation and security.

# HIGH LEVEL SECURITY



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

# SECURITY - DETAILED




- Cadella will contract with a professional security and alarm company to design, implement, and monitor a comprehensive security plan to ensure that the facility is a safe and secure environment for employees and the local community and compliant with the Commission's strict security requirements set forth in 935 CMR 500.110.
- Cadella's state-of-the-art security system will consist of a perimeter alarm on all exit and entry points and perimeter windows, as well as duress, panic, or hold-up alarms connected to local law enforcement for efficient notification and response in the event of a security threat.
- The system will also include a failure notification system that will immediately alert the executive management team if a system failure occurs.
- A back-up alarm system or alternate safeguards will be installed to ensure continuous operation of the security system.
- Interior and exterior HD video surveillance in all areas that contain cannabis, entrances, exits, and parking lots will be operational 24/7 and available to the Quincy Police Department. These surveillance cameras will remain operational even in the event of a power outage.

# SECURITY - DETAILED




- The exterior of the facility and the surrounding area will be sufficiently lit, and foliage will be minimized to ensure clear visibility of the area at all times.
- Only Cadella's customers who are at least 21 years of age, registered agents and other lawful visitors (e.g. contractors, vendors) will be authorized to access the facility, and a visitor log will be maintained in perpetuity.
- All agents and visitors will be required to visibly display an ID badge, and Cadella will maintain a current list of individuals with access.
- On-site consumption of cannabis will be prohibited.
- Cadella will have security personnel on-site during business hours.

# PREVENTING DIVERSION TO MINORS

- Cadella's trained dispensary agents will ensure that only consumers 21 years of age or older with a verified and valid, government-issued photo ID will be permitted to enter the dispensary and purchase adult-use cannabis.
  - In the event Cadella discovers any of its agents intentionally or negligently sold cannabis to an individual under the age of 21, the agent will be immediately terminated and the CCC will be promptly notified.
  - Cadella will not engage in any marketing, advertising, or branding practices that are targeted to, deemed to appeal to, or portray minors under 21 years of age.
  - Cadella will not manufacture or sell any edible products that resemble a realistic or fictional human, animal, or fruit, including artistic, caricature, or cartoon renderings.
  - Any marketing, advertising, and branding materials for public viewing will include a warning stating, **“For use only by adults 21 years of age or older. Keep out of the reach of children.”**
  - Cadella’s website will require all online visitors to verify they are 21 years of age or older prior to accessing the website.
  - Cadella will not hire any individuals who are under the age of 21 or who have been convicted of distribution of controlled substances to minors.
- 

# PLAN TO AVOID CREATING A NUISANCE TO THE COMMUNITY

- All litter and waste will be properly disposed of to minimize the development of odor and the potential for attracting pests.
  - Cadella will not use radios or loudspeaker equipment for the advertising of cannabis.
  - Cadella will not engage in any advertising or marketing practices using public or private vehicles or public transportation venues.
  - Cadella will comply with all reasonable special permit conditions required by the city of Quincy and will work diligently and in good faith to address any reasonable nuisance concerns brought to its attention by members of the community.
  - No cannabis or cannabis products will be clearly visible to a person from the exterior of Cadella's facility or delivery vehicles.
  - Cadella will not install any neon or illuminated signage that does not comply with local ordinances or is illuminated more than 30 minutes before sundown until closing.
  - No consumption of cannabis or cannabis products will occur on Cadella's premises by customers, patients, employees, or visitors.
  - To the extent practicable, Cadella will pre-package its retail products and use carbon filtration or other air ventilation procedures to minimize potential odors.
- 

# DISPENSARY BENEFITS TO QUINCY



CADELLA LLC WILL PROVIDE ACCESS TO QUALITY, LEGAL PRODUCTS FOR QUALIFIED CONSUMERS



RENOVATION OF THE BUILDING WILL REVITALIZE THE AREA AND CONTRIBUTE TO THE OVERALL ECONOMIC DEVELOPMENT OF THE LOCAL COMMUNITY.



WILL ADD AT LEAST 12-20 FULL-TIME JOBS, IN ADDITION TO HIRING QUALIFIED, LOCAL CONTRACTORS AND VENDORS



THE CITY OF QUINCY WILL RECEIVE ADDITIONAL REVENUE THROUGH A 3% LOCAL OPTION TAX AND A 3% HOST COMMUNITY FEE.



# CANNABIS STUDIES AND RESEARCH

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

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

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

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

<sup>4</sup> D. Mark Anderson, PhD, Benjamin Hansen, PhD, and Daniel I. Rees, PhD, Association of Marijuana Laws with Teen Marijuana Use—New Estimates from the Youth Risk Behavior Surveys, JAMA Network, July 2019, [https://jamanetwork.com/journals/jamapediatrics/fullarticle/2737637?guestAccessKey=5e4e41eb-ec96-4641-86f9-b5c89ce7cc48&utm\\_source=For\\_The\\_Media&utm\\_medium=referral&utm\\_campaign=fim\\_links&utm\\_content=tf1&utm\\_term=070819](https://jamanetwork.com/journals/jamapediatrics/fullarticle/2737637?guestAccessKey=5e4e41eb-ec96-4641-86f9-b5c89ce7cc48&utm_source=For_The_Media&utm_medium=referral&utm_campaign=fim_links&utm_content=tf1&utm_term=070819).

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

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

**THANK YOU FOR  
YOUR TIME AND  
CONSIDERATION. WE  
LOOK FORWARD TO  
WORKING WITH THE  
QUINCY COMMUNITY.**

**RONALD AFFSA - [RON@CADELLAQUINCY.COM](mailto:RON@CADELLAQUINCY.COM)**

**JON NAPOLI - [JON@HEMPEST.COM](mailto:JON@HEMPEST.COM)**