



Flower Xpress Braintree

Ordinances and Rules Committee

July 11th, 2022

Company Overview

Our Story

- Flower Xpress LLC was formed in 2021
 - We are 100% owned by people of color
 - Majority owned by women
 - Leadership Team with over 60 years of combined leadership and professional experience
-

Our Values

Our values are our guiding principles:

- Integrity
- Environmental Sustainability
- Community Empowerment
- Fiscal Responsibility
- Social Equity & Social Justice

Our Mission

Our mission is to create a bridge between adult sales cannabis and medical grade quality cannabis by growing medical grade cannabis in a consistent, hi technology environment. We want to partner with the growing cannabis medical research sector and life sciences sector and be their 'primary' supplier of cannabis for the purposes of medical research.

The Flower Xpress Advantage

1. Bred Genetics cannabis portfolio with over 100 new strains, not previously seen in ANY cannabis market
2. Proprietary growing technique, that allows for maximum plant yield, with minimal plat touch.
3. State of the art Vertical Grow Boxes with AI and analytics
4. Partnerships with Certified Research Organizations and Cannabis Researchers here in Massachusetts.

Meet the Team



Dru Ledbetter
Chief Executive Officer



Huggens Lafond
Chief of Cultivation



Kerlee Nicolas
Chief Financial Officer



Mark Doucette
Chief Revenue Officer



Karen Chacón
Chief DEI Officer



Marquis Cohen
Chief Operating Officer



Adrian Brown
Chief Scientific Officer



Leslie Pascual
Chief Technology Officer

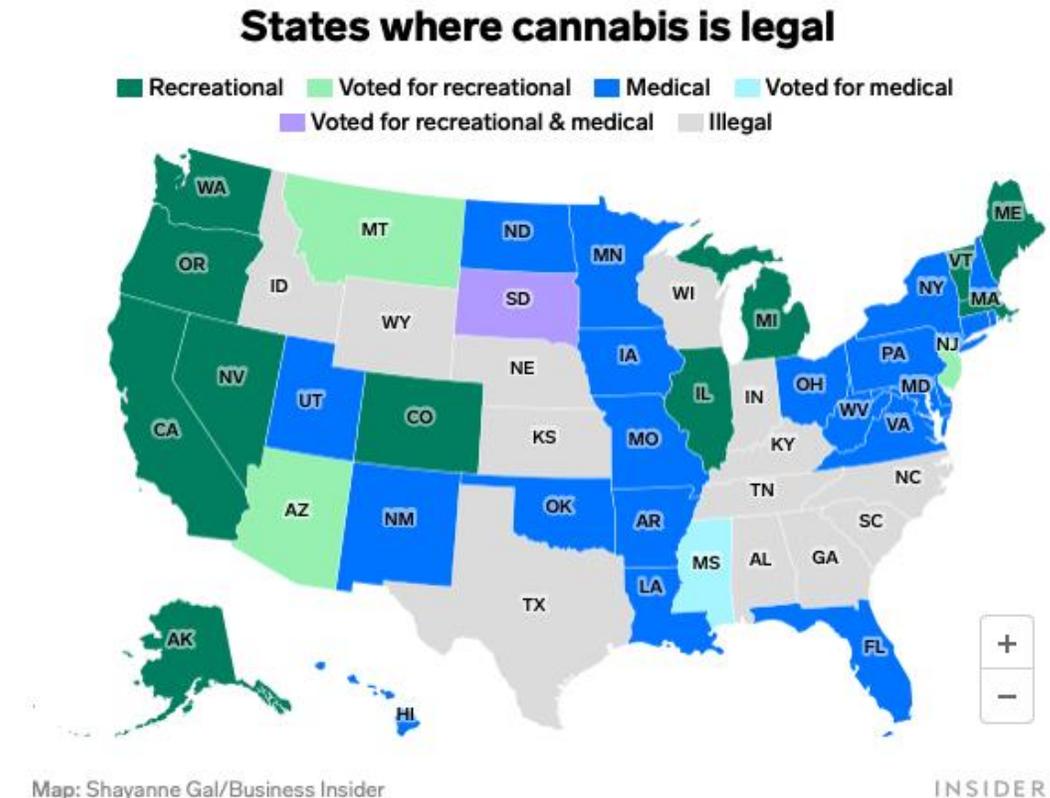


Agnieszka Grosso
Head of Brand & Creative

The Cannabis Industry in the United States

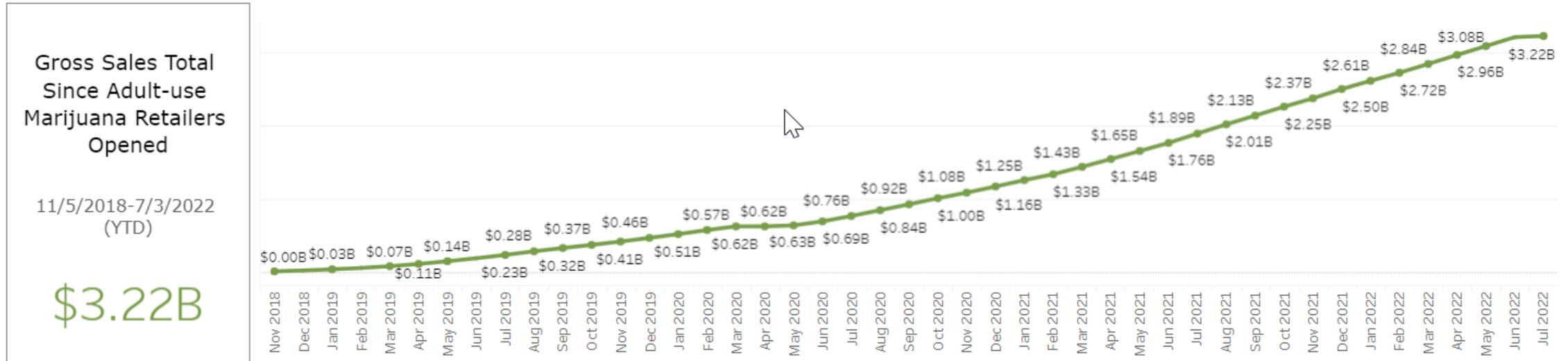
US Cannabis Industry SNAPSHOT

- Recreational (Adult Use) Marijuana is legal in 15 states and will go up to 17 states by end of 2022
- 18% of Americans are active marijuana users, up from 10% in 2015
- Nationwide cannabis sales increased 67% in 2020.
- Support for legal marijuana is at an all-time high of 68%.
- The U.S. cannabis industry is worth \$61 billion.
- The barriers to profitability in the industry are decreasing- SAFE BANKING ACT passed just last month



Cannabis Industry in Massachusetts

Massachusetts Cannabis Industry has had \$3.12B in sales since 2018



- Adult Use Sales in 2022 alone have reached **\$725.4M**
- The Massachusetts market is only capturing 20% of Marijuana users.
- In 2021 Massachusetts received over \$176M in tax revenue, with 40% of the state not participating in Cannabis Sales.
- Marijuana Sales are averaging over \$3M per day and last week over \$30.5M of marijuana was sold in Massachusetts
- In March 2022 Municipalities in Massachusetts had already reported over \$50M in Cannabis Tax Revenue

Massachusetts Cannabis Industry has had \$2.87B in sales since 2018



Medical Research is the Future of the Cannabis Industry

Life science and medical research companies are investing in cannabis research to help transform healthcare through cannabis.



Medical Cannabis Market Size Worth USD 33,210 Million | 18.14% CAGR by 2027

FEBRUARY 28TH, 2022 MARKET RESEARCH FUTURE RELEASES

Medical Cannabis Market Overview

The global medical cannabis market is estimated to reach USD 33,210.21 million by 2027. The report further states that the market is anticipated to exhibit a healthy growth rate of approximately 18.14% during the forecasted timeframe. Marijuana is a plant

Companies are growing, studying cannabis for medical research | Little Green Pill

NFL Awards \$1 Million to Study Impact of Cannabis and CBD on Pain Management

Published: Feb 01, 2022 at 10:00 AM

NEW YORK, February 1, 2022 — The National Football League today announced it has awarded \$1 million in research funding to medical researchers at the University of California San Diego and University of Michigan. The researchers will investigate the effects of cannabis on pain management and neuroprotection from

The screenshot shows a social media-style post from NJ.com. At the top, it says 'NJ.com' with a '+ Follow' button. The main headline reads 'Pfizer enters the medical cannabis market in \$6.7B cash deal'. Below the headline, the author is listed as 'Susan K. Livio, nj.com - Jan 7'. At the bottom of the screenshot, there are icons for sharing and bookmarking.

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Cannabis Industry in Massachusetts

Medical Marijuana Treatment Center Gross Sales to Patients and Caregivers

3/20/2019 - 7/3/2022

\$835.5M

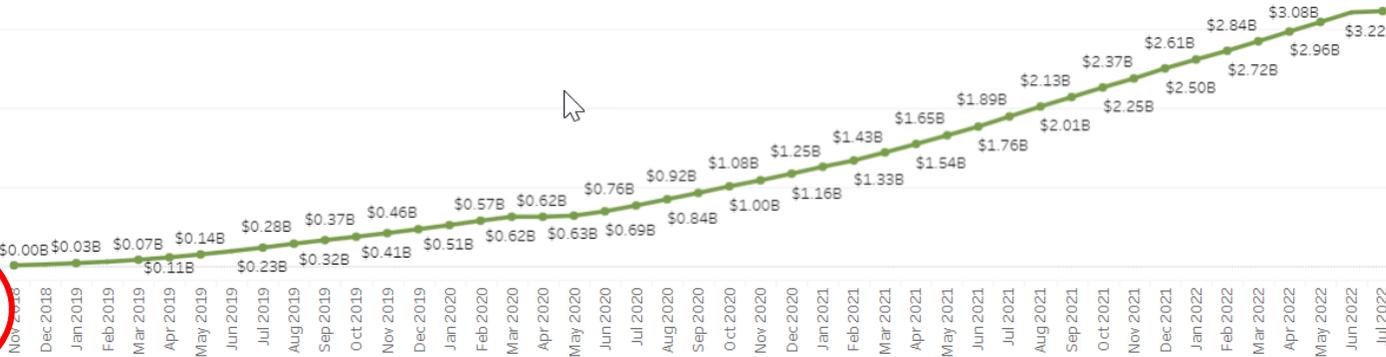


Although Adult Use Sales have done well, Medical Use Sales are unable to keep up.

Gross Sales Total Since Adult-use Marijuana Retailers Opened

11/5/2018-7/3/2022 (YTD)

\$3.22B



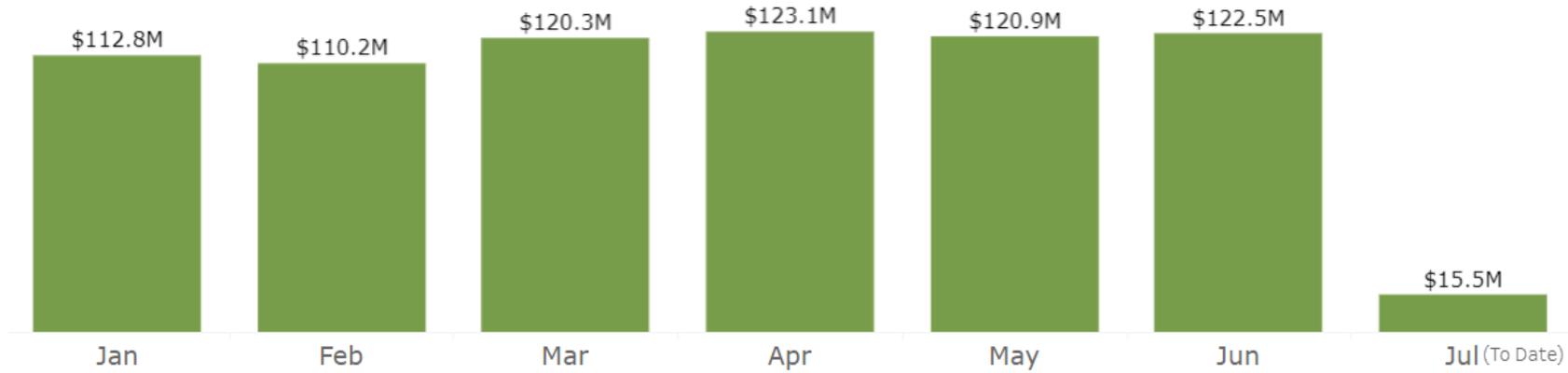
We will grow medical grade cannabis and leverage the Adult Use market to bring maximum profitability to Braintree

Massachusetts Cannabis Industry has had \$2.87B in sales since 2018

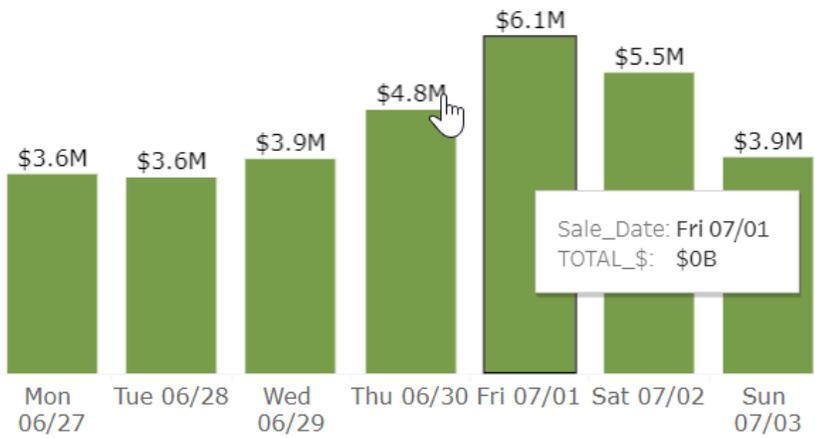


Cannabis Industry in Massachusetts

Cannabis Control Commission Tracks sales data in real time

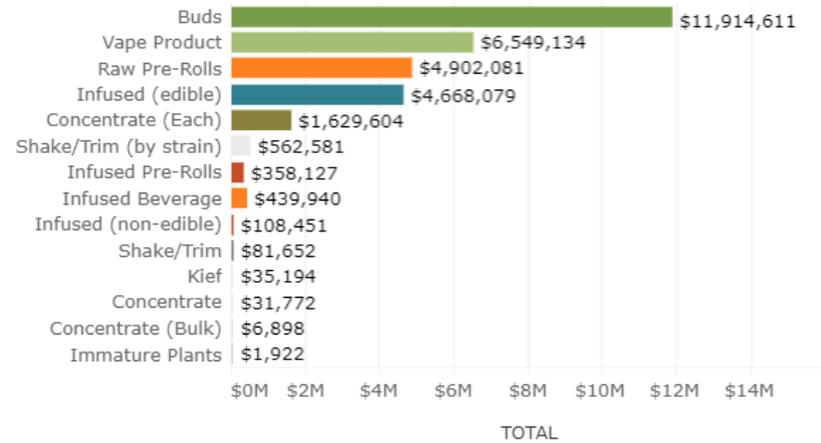


Last Week's Sales by Day



Sale_Date: Fri 07/01
TOTAL_\$: \$0B

Last Week's Sales by Product Categories

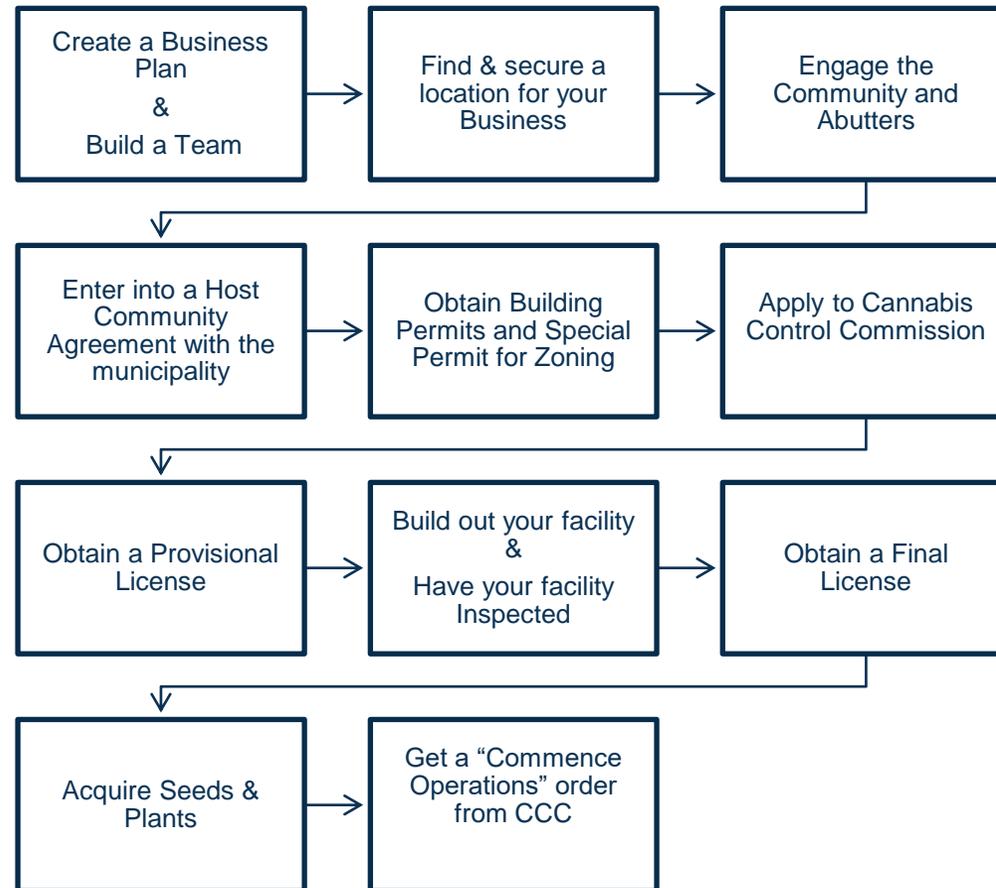


Gross Sales Totals (Source: Cannabis Control Commission, Open Data Platform)



Licensure Process in Massachusetts

It is a long process to obtain a Cannabis License in Massachusetts



Colrain Selectboard approves two agreements for marijuana cultivator, delivery service



Bred Genetics and Flower Xpress CEO Dru Ledbetter speaks to the Colrain Selectboard during its host community agreement discussion Tuesday night. Staff

Flower Xpress' Journey to Licensure

Success Factors

- Executed Host Community Agreement with Town of Colrain
- Building Permits in Place and constructions started
- Social Equity Applicant Status (expedited application process and reduced fees)
- DBE Status - for additional expedited status and access to state contracts and benefits
- Flower Xpress LLC Leadership team equipped to produce results and meet all milestones without issue





Request for Proposed Changes to Town Zoning Ordinances

What we are asking of the Town...

We are respectfully requesting that the Town Zoning Ordinances be amended to remove existing Section 135, Article XVII (Prohibition on Non-Medical Marijuana Establishments) and replace it with Section 135, Article XVIII (Medical and Non-Medical Marijuana Establishments).

This would allow for certain types of Cannabis Control Commission Licensed Marijuana Establishments in the Highway Business and Commercial Zoning Districts in the Town of Braintree.

Our Proposed Changes

Existing

Section 135 Article XVII-
Prohibition on Non-Medical
Marijuana Establishments

Proposed

Section 135 Article XVIII-
Medical and Adult Use or Non-
Medical Marijuana
Establishments

Section 135-1801: Purpose

Existing

The purpose of this article is to prohibit the cultivation, manufacturing, testing, retail sale or any type of licensed non- medical related business in the Town of Braintree

Proposed

The purpose of this section is to allow for Cannabis Control Commission licensed...Adult Use or Non-Medical Marijuana Establishments, as defined in 135-1802 in the Highway Business and Commercial Zoning Districts...

Marijuana establishments may be permitted by Special Permit in order to impose reasonable conditions and restrictions on said uses to ensure public health, safety and well-being of the Town is preserved and to mitigate against undue impacts on the natural and built environment of the Town.

Section 135-1802 : Definitions

Existing

Marijuana Establishment – as defined in MGL c. 94G, § 1.

Proposed

Definitions will be updated to reflect the following:

1. Marijuana- as defined under MGL Chapter 94C Section 1 and by 935 CMR 501
2. Marijuana License Types- as defined by MGL c. 94G, and 935 CMR 500

Section 135-1803 : Prohibitions

Existing

Marijuana Establishment shall not be permitted in any zoning district in the Town of Braintree.

Proposed

Consistent with MGL Chapter 94G Section 3(a)(2), the Town hereby strictly prohibits in all zoning districts Marijuana Retailers, Retail Storefronts and all types of onsite sales at a Marijuana Establishment of any type directly to consumers

Section 135-1804, 1805, 1806 : NEW SECTIONS

Summary of proposed NEW SECTIONS in Section 135 Article VIII

135-1804

Defines Special Submission Requirements for Marijuana Establishments.

Includes Submission of the following documentation:

1. Copies of licenses, evidence of site control
2. Business Formation and Ownership, Security Plan, Hours of Operation, Floor Plans

135-1805

Defines Restrictions on Marijuana Establishments. Includes all operational mandates as defined in 935 CMR in regard to:

1. Buffer Zones, Marketing, delivery hours
2. Documentation of Host Community Agreement
3. Review Process for permits and site plans

135-1806

Defines Special Permit Criteria, in addition to the standard findings for a Special Permit (135-503i).

Additional Findings include:

1. Zoning compliance and compliance with all state laws
2. Meeting all previously stated requirements
3. Security Plans submitted to Fire and Police Dept.

Section 135-601 and 806: Principal Uses and Parking

Table of Principal Uses: Proposed

Section 135-601 Table of Principal Uses
PROPOSED:

USE	RA	RB	RC	C I, II & III	GB	HB	C	OSC	BWLD
Marijuana Retailers	N	N	N	N	N	N	N	N	N
Marijuana Establishments	N	N	N	N	N	SP	SP	N	N
Medical Marijuana Treatment Center	N	N	N	N	N	Y	Y	N	N

Marijuana Establishments would ONLY be allowed in Highway Business and Commercial Zoning via Special Permit which gives the Town the most discretion in approving a proposed site.

Schedule of Off-Street Parking: Proposed

Section 135-806 Schedule of Off-Street Parking
PROPOSED:

USE	PARKING RATIOS
Marijuana Establishments	1 per 250 Sq. Ft. for all none cultivation areas 1 per 1,000 Sq. Ft. – 1 per 2,000 Sq. Ft. for canopy area used for cultivation*
Medical Marijuana Treatment Center	1 per 250 Sq. Ft. for area used for sale, dispensing and all other none cultivation areas 1 per 1,000 Sq. Ft. – 1 per 2,000 Sq. Ft. for canopy area used for cultivation*

Proposed Canopy- 100,000 sq ft = 100 Parking Spots

Non Cultivation Areas- 5,000 sq ft = 20 Parking spots

Braintree Planning Board Recommendation

- Member Kroha makes a positive MOTION to the Town Council that the Text Amendment be **approved**, with notes on what other communities do, with the definition clarified as “non-retail establishment” and adding a proposed Section 135-1805 to include an appropriate residential buffer; seconded by Member Kent; 4:1:0 (Member Grove was opposed).

Final Text Amendment Recommendations

Add Section 135-1805n

No Property containing a Marijuana Establishment shall be located within 100 Ft. of any property that contains a residential use. The 100 Ft. distance shall be measured from the Property line(s) in all cases.

Add Section 135-1805o

No property containing a Marijuana Establishment shall be located within ½ Mile of any property that contains a Marijuana Establishment. The ½ Mile distance shall be measured from the Property line(s) in all cases.

Modify Proposed Definition (by adding in the words **Non-Retail before Marijuana Establishment**) **

Proposed: NON-RETAIL MARIJUANA ESTABLISHMENT: A Marijuana Cultivator, Craft Marijuana Cooperative, Marijuana Product Manufacturer, Marijuana Microbusiness, Marijuana Delivery Operator, Marijuana Independent Testing Laboratory, Marijuana Research Facility, Marijuana Transporter, or any other type of licensed marijuana related business, excluding marijuana retailers and social consumption establishments.

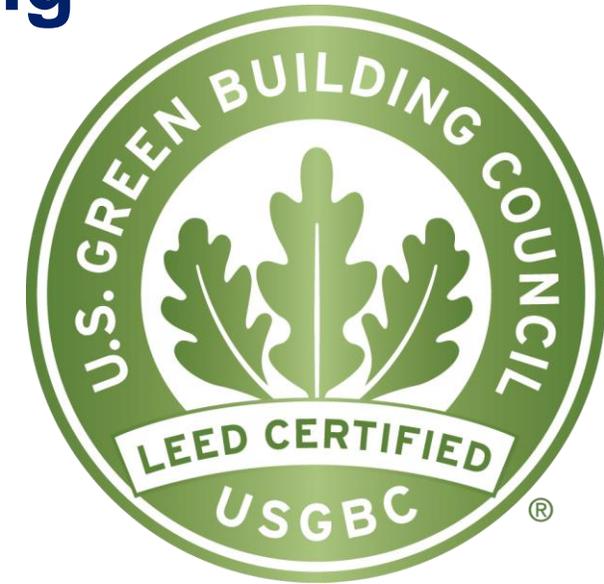
**Any place in the text where MARIJUANA ESTABLISHMENT is used as a defined term shall be modified to include the words NON-RETAIL before it.



Odor Mitigation & Environmental Impact Plan

Our Goal is to build a LEED Certified Building

- The LEED rating system is the most widely used green building rating system in the world.
- LEED provides a framework for healthy, efficient, carbon and cost-saving green buildings. LEED certification is a globally recognized symbol of sustainability achievement and leadership.
- LEED certified buildings save money, improve efficiency, lower carbon emissions and create healthier places for people. They are a critical part of addressing climate change and meeting ESG goals, enhancing resilience, and supporting more equitable communities.
- Our goal is to achieve the highest rating possible for an existing building.



Sustainability and Environmental Quality

Odor Mitigation

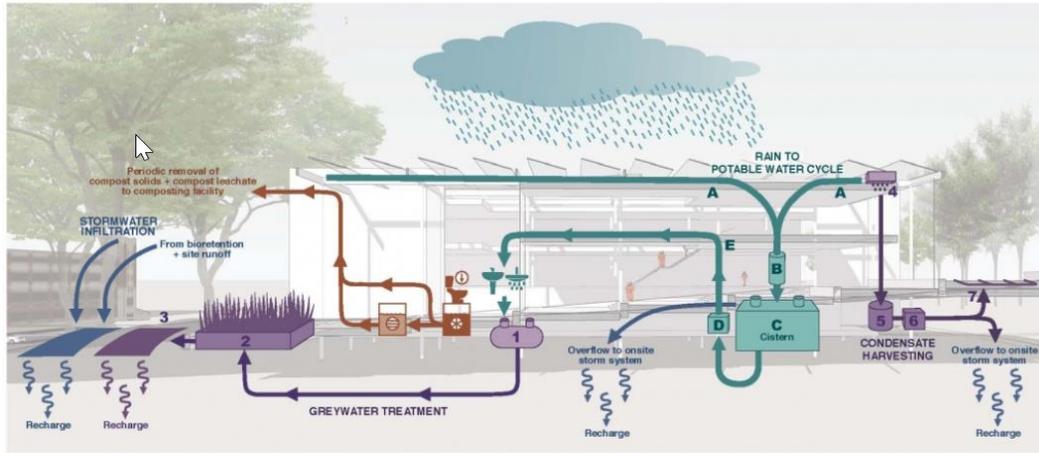
- Odor Mitigation plan will have a two phased approach.
- Internal Odor mitigation and Exhaust Odor mitigation.

Water & Waste

- Water will have a Positive water cycle.
- We will also use reverse osmosis to minimize water waste.

Water will have a NET POSITIVE Water Cycle

1. Converting Rainwater to Portable Water
2. Using an industrial Reverse Osmosis System to mitigate water waste



GREYWATER TREATMENT
 1 Primary treatment tank—collects, settles*, digests
 2 Constructed wetlands—passive ecological polishing
 3 Subsurface infiltration—recharges groundwater

RAIN TO POTABLE WATER CYCLE
 A Rainwater collection—piping
 B Inlet Filtration from roof
 C Basement cistern
 D Potable water filtration + UV disinfection skid
 E Distribution to potable fixtures

COMPOSTING TOILET CYCLE
 1 Foam flush toilet fixtures (compatible with composting unit)
 2 Composter units (serve multiple toilets)
 3 Compost leachate storage tank

CONDENSATE HARVESTING
 4 Condensate from building cooling system
 5 Condensate storage tank
 6 Filtration + irrigation pump
 7 Site irrigation system

*Periodic solids removal to biosolids/composting facility



Water Source



Carbon Filter (pulls out chlorine)



Water Softener



RO Membranes (remove bacteria)

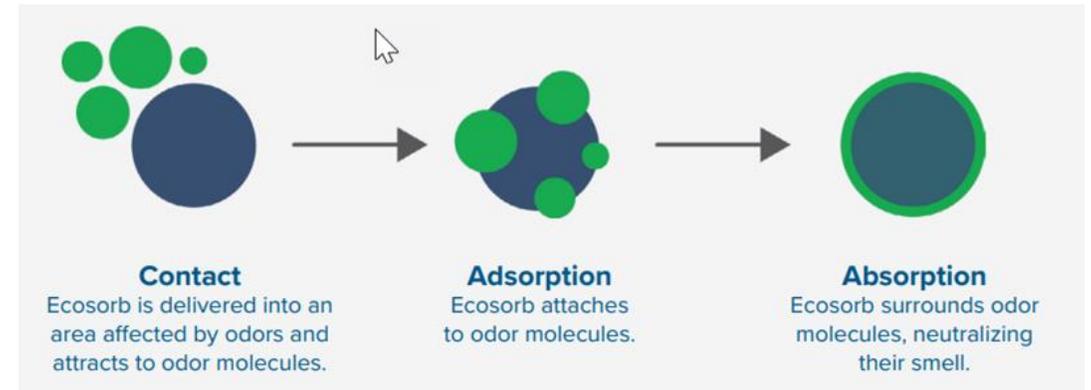
*This is not an exact example of our system but a diagram to help illustrate the possibilities.

First Layer of Odor Mitigation

ECOSORB

For over 25+ years, Ecosorb has been the trusted solution for organic and inorganic odor removal in many industries. Companies in cannabis cultivation, asphalt production, wastewater treatment, composting and food processing have trusted our products and proven them effective.

Natural odor control solutions, such as Ecosorb CNB 100, are an effective, budget-friendly, and environmentally-friendly solution for industrial cannabis odor control. CNB 100 is designed to be administered through several delivery solutions and can be combined with existing carbon or filtration systems for the perfect one-two punch.



First Layer of Odor Mitigation : ECOSORB

Human Impact

An independent laboratory tested Ecosorb products for human toxicity against Environmental Protection Agency (EPA) Guidelines. In all cases – including acute oral toxicity, acute dermal toxicity, acute inhalation toxicity, primary eye irritation, primary dermal irritation and dermal sensitization – Ecosorb products received the safest possible classification.

Volatile Organic Compound Analysis (VOCs)

Two independent laboratories tested Ecosorb products against EPA Method 624 and 8260 to ensure its use does not contribute to the total VOC output. Both tests showed no harmful VOCs.

Marine Life Impact

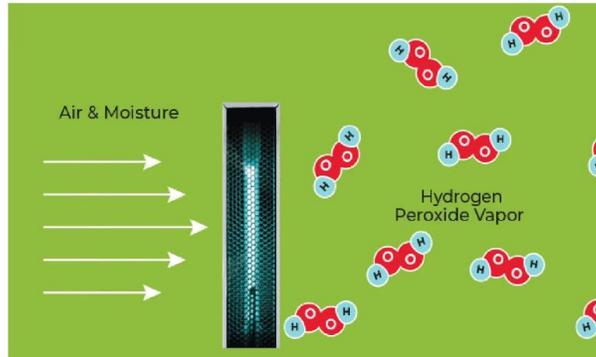
Ecosorb products were tested for fish toxicity to establish any potential problems from the spillage or use in an exposed water stream. The United States EPA testing standards listed below prove Ecosorb to be non-toxic to marine life.



Second and Third Layers of Odor Mitigation

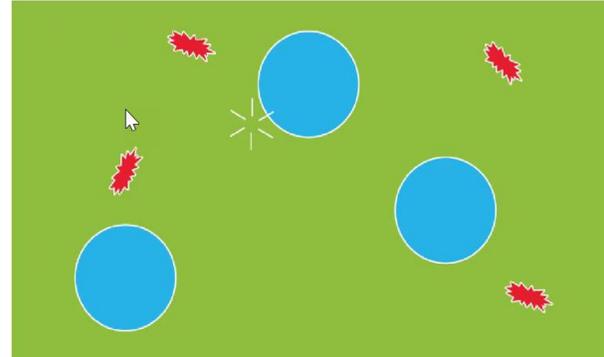
ProGuard

Advanced Oxidation Process



ProGuard uses a proprietary photocatalytic oxidation (PCO) technology uses energy to activate a catalyst, turning moisture into dry hydrogen peroxide and other sanitizing elements that continuously clean your space 24X7.

Bipolar Ionization (BPI)



BPI Ions effectively kill pathogens including molds, mildew, viruses, and bacteria. Also purifying the air by causing particles to clump together and fall to the floor. The ProGuard sanitization process combines PCO and BPI to create unparalleled levels of sanitization.



Goal ZERO Odor escape

Odor Mitigation will be done in layers to utilize the best technology available for best results.

Our system will address indoor odor mitigation for our team members, and exhaust odor mitigation to ensure we have ZERO odor escape to the environment.





Proposed Location Summary & Community Benefits

Flower Xpress Cultivation, Manufacturing & Delivery

Summary of Operations-Not community facing - nothing for sale at the location

Cultivation

- Indoor cultivation
- Indoor processing facility for grow
 - Drying room
 - Trimming room
 - Processing room
 - Secured vault

Product Manufacturing

- Manufacturing team will lead all efforts and use technology to support operations
- Existing structure will be retrofitted to support manufacturing
 - Buildout of commercial kitchen
 - Temperature controlled storage

Delivery

- Warehousing will be co-located with manufacturing space.
- Fleet will be parked on site and will be compliant with all security and storage regulations
- All payments will be done electronically, no cash on site

Business Operations will rolled out in a phased approach

Flower Xpress

Location Overview

Location

- 280 Ivory Street
 - This is an existing 90,000 sq ft warehouse
- Buffer Zone
 - Not located within 500ft of a public or private school

There will be no cash on site as there will be no in person transactions.

setronics

Type Of Licenses

- Delivery Operator-Consumer delivery
- Product Manufacturing
- Cultivation
 - Tier 11 total 100,000 sq ft of canopy space

There will be NO RETAIL SALES at this location.

The Warehouse



Location

280 Ivory Street will undergo a complete rehab and transformation

Current State:

Not many trees, not much green space and path to the MBTA station is not very “walkable”



Future State :

We plan in increasing the outside tree canopy in District 5 and creating a more walkable path to the T station.



Conceptual Future State

Flower Xpress Proposed Braintree Location

Zoning Change Impact

- Change in ordinance would have little to no impact on the current use of the zone
- Location will need a Special Permit that will allow the Town to have complete discretion in where establishments are allowed.
- Location is across from transfer station, which has been a deterrent to other business entities, but would not impact our operations



Conceptual Renderings, Final condition may vary from images shown

Flower Xpress Proposed Community Benefits

Fiscal Benefits Summary



Conceptual Renderings, Final condition may vary from images shown

- Building Improvements will add tax revenue for the property
- Cannabis Excise tax of 3% of Gross revenue, will potentially bring over \$6M in annual tax revenue
- Job creation with no minimum education requirement and on job training. Over 200 New jobs over 3 workday shifts.
- Flower Xpress will create a fund with significant philanthropic investment to support community improvement efforts

Flower Xpress Proposed Community Benefits

Other Concerns



Conceptual Renderings, Final condition may vary from images shown

- No significant traffic impact as deliveries cannot be done in the Town of Braintree
- Increase walkability and “tree canopy” in District 5
- Lighting will be code conforming to minimize nuisance
- Develop a comprehensive education plan and support the work of established addiction prevention efforts in the community

Our request to Braintree is to allow the following Uses in Highway Business and Commercial Zoning areas



Allow Cultivation



Allow Product Manufacturing



Allow Home delivery to “Yes” Towns



NO RETAIL SALES

Modern Facility + Exclusive Genetics + Dream Team

Planning Board Recommendation to the Town Council that the Text Amendment be approved.





The logo for Flower Xpress features the word "FLOWER" in white, uppercase, sans-serif font. The letter "O" is replaced by a green crescent moon with a purple and green flower inside. Below "FLOWER" is the word "XPRESS" in white, uppercase, sans-serif font. The letter "X" is replaced by a green and purple stylized "X" with three horizontal lines to its left, suggesting motion or speed.

FLOWER
XPRESS

Thank You