

b. SPECIAL PERMIT APPLICATION – SUMMARY OF APPLICATION

Project Name: Sage Cannabis, Inc.
Address of Site: 1001 Massachusetts Avenue
Applicant: Sage Cannabis, Inc.
Planning Board Project Number: (CDD)

Hearing Timeline (CDD)

Application Date: _____

Planning Board 1st Hearing Date: _____ *

(PUD Development Proposal, other special permit)

Planning Board Preliminary Determination: _____ *

(PUD Development Proposal)

Second Submission Date: _____ *

(PUD Final Development Plan)

Planning Board 2nd Hearing Date: _____ *

(PUD Final Development Plan)

Final Planning Board Action Date: _____ *

(PUD Final Development Plan, other special permit)

Deadline for Filing Decision: _____ *

**Subject to extension by mutual agreement of the Applicant and the Planning Board*

Requested Relief: (include other boards and commissions)

- See special permits requested above, as more particularly described in the project narrative below. _____

Project Description

Brief Narrative: Special permit to operate a below grade medical marijuana dispensary as they are authorized pursuant to state regulations set forth at 105 CMR 725.000, Implementation of an Act for the Humanitarian Medical Use of Marijuana.

Project Size:

- Total GFA: 5,815sf
- Non-residential uses GFA: Register Marijuana dispensary
- Site Area (acres and SF): 23,874sf and .54 acres
- Number of Parking Spaces: n/a
- Number of Bicycle Spaces: 0

Proposed Uses:

- **Number of Dwelling Units:** None
- **Other Uses:** Commercial/retail
- **Open Space (% of the site and SF)** 0

Proposed Dimensions:

- Height: No Change
- FAR: No Change

Project Narrative

5/16/2016

A. General Narrative

The proposed Sage Cannabis, Inc. ("Sage") Registered Marijuana Dispensary facility consists of a 5,815 square foot, below grade retail space located at 1001 Massachusetts Avenue in Cambridge. The space is equipped with two entrance options on the Massachusetts Avenue frontage and a rear access for deliveries. Sage intends to utilize the space to serve as a medical marijuana dispensary. The majority of the space will be used as a retail medical marijuana dispensary, and the remainder will be used as storage space and office/administrative space.

The retail dispensing area will include: (1) an entry trap where patients will demonstrate that they are current registrants in the Department of Public Health (DPH) Medical Marijuana Program in order to gain access to the facility; (2) a reception/waiting area so patients will not have to wait outside the facility; (3) a dispensing area; (4) a private consultation room; (5) a sales and transaction area; (6) a packaged products fulfillment area that is separate and secure from the dispensing area where patient orders will be filled, packaged in child-proof exit bags, and labeled with important health and safety information; and (7) an exit trap to allow for secure exit from the facility. The remainder of the building will include: back office administrative functions; and a secure storage area. The facility will not conduct any activities related to marijuana cultivation or product manufacturing.

Zoning Relief Requested:

The Applicant is requesting the following relief under the Ordinance in connection with the project.

- The proposed Use will require Special Permit relief pursuant to Section 20.700 of the Ordinance. Additionally a finding from the Planning Board pursuant to section 20.703.6 to waive the bicycle parking requirement.
- Special permit pursuant to Ordinance section 10.43 Generally applicable Special Permit criteria.

Zoning Requirements for Granting Requested Relief

The provisions of the Ordinance set forth below apply to the requested Special Permits for the project. Application of each provision of the Project follows the provision in italics.

A. Generally Applicable Criteria for Approval of a Special Permit

Pursuant to section 10.43 of the Ordinance, Special Permits will normally be granted where provisions of this Ordinance are met, except when particulars of the location or use, not generally true of the district or of the uses permitted in it, would cause granting of such permit to be to the detriment of the public good because:

- a) It appears that requirements of this Ordinance cannot or will not be met

With the requested Special Permits, the Project will meet all requirements of the Ordinance.

- b) Traffic generated and or patterns of access or egress would cause congestion, hazard or substantial change in established neighborhood character.

Traffic generated and patterns of access or egress will not cause congestions, hazard or substantial change in the established neighborhood character because the retail location is limited to approximately 6,000sf with a portion used for office and storage uses. The facility also offers a waiting room to allow registered patients to enter in the facility avoiding long waiting lines outside and around the building. Additionally the facility is sited in a retail/commercial corridor that is well served by public transportation as well as ample metered street parking. For additional information regarding transportation impacts see the Transportation Memorandum by Vanasse Hangen Brustlin Inc., included herewith.

- c) The continued operation of or the development of adjacent uses as permitted in the Zoning Ordinance would be adversely affected by the nature of the proposed use or

The continued operation of or the development of adjacent uses will not be adversely affected by the nature of the proposed use because the Medical Marijuana use is retail oriented due to the Use restrictions in the newly adopted zoning of the MMD-3 that prohibits cultivation activities within the zone. Additionally the base Business B zoning district allows for a broad range of office, commercial, retail and professional office Uses that are compatible with Sage's patient centered business model.

Lastly, the dispensary is located below grade and will be largely shielded from public view and will not negatively impact the pedestrian streetscape.

- d) Nuisance or hazard would be created to the detriment of the health, safety and/or welfare of the occupant of the proposed use or the Citizens of the City or

No nuisance or hazard will be created to the health safety or welfare of the occupant of the proposed use or the Citizens of the City because eighty (80) percent of the Citizens of Cambridge voted to support the ballot initiative allowed Medical Marijuana in the Commonwealth and since Cambridge's adopted its zoning in 2013 Sage will be the first RMD in the City.

Additionally the recent adoption of the MMD-3 zoning district further supports that the residents of Cambridge and the City Council are in favor of Sage's location and the criteria that will apply to the 1001 Massachusetts Avenue location.

- e) For other reasons, the proposed use would not impair the integrity of the district or adjoining district, or otherwise derogate from the intent and purpose of this Ordinance and

The proposed Dispensary will not impair the integrity of the District or the adjoining district because it is located below grade and will not be visible from the public way. Additionally the floor plan allows for registered patients to quickly and safely enter the facility and remain in a waiting area until they are assisted by a patient support staff. Lastly, Sage's robust safe guard and security plan provides physical security, operational security and information security ensuring that any attractive nuisances issues associated with this emerging industry will be mitigated.

B. 20.705 Special Permit Criteria.

20.705 Special Permit Criteria. In granting a special permit for a Registered Marijuana Dispensary, in addition to the general criteria for issuance of a special permit as set forth in Section 10.43 of this Ordinance, the Planning Board shall find that the following criteria are met:

- (a) The Registered Marijuana Dispensary ("RMD") is located to serve an area that currently does not have reasonable access to medical marijuana, or if it is proposed to serve an area that is already served by other Registered Marijuana Dispensaries, it has been established by the Massachusetts Department of Public Health that supplemental service is needed.

Sage's proposed RMD facility will be the only facility in Cambridge since the Cambridge City Council first adopted the MMD-1 and MMD-2 zones in 2013. Based on the public testimony from residents and patients, during the MMD-3 Zoning Amendment process, the 1001 Massachusetts Avenue location will serve a critical need in a publically accessible and inviting pedestrian friendly environment.

- (b) The site is located at least five hundred feet distant from a school, daycare center, preschool or afterschool facility or any facility in which children commonly congregate, or if not located at such a distance, it is determined by the Planning

Board to be sufficiently buffered from such facilities such that its users will not be adversely impacted by the operation of the Registered Marijuana Dispensary.

The site is located at least five hundred from a school, daycare center, preschool or afterschool facility or any facility in which children commonly congregate. Despite this fact Sage recognizes that there is the potential for the adjacent Uses to change and has designed its RMD facility to be sufficiently buffered from neighboring uses to account for a facility in which children commonly congregate being located within 500' such that it would not suffer any adverse impacts. These factors include the signage restrictions required by DPH, the MMD-3 restriction to a retail only facility as well as the size of 10,000 square foot maximum gross floor area.

(c) The site is designed such that it provides convenient, safe and secure access and egress for clients and employees arriving to and leaving from the site using all modes of transportation, including drivers, pedestrians, bicyclists and public transportation users.

The RMD is sited directly on Massachusetts Avenue and adjacent to an MBTA Bus stop (Bus #1 and #69) that connects employees and patients to the Central Square and Harvard Square Train stations. Also, the location has a walk and bicycle score of 96 and 99 respectively with several area Zipcars and Hubway options less than .3 miles away (according to walkscore.com).

Sage will employ a network of surveillance cameras that will be strategically placed around the perimeter of the building and in every area inside the building where clients will be and where medicated product is handled. This includes all entrance and exit traps, the secure waiting area, the dispensary floor, the sales and fulfillment areas, the inventory safe area, all back office entrances, exits and corridors, and the entire delivery packaging/loading/unloading area.

The cameras are vandal-resistant and equipped to operate in both day and night modes. Areas where medical cannabis is handled will be monitored by video surveillance cameras that are arrayed in fixed positions at a height which will provide a clear unobstructed view of all activity, and a clear and certain identification of persons and activities at all times. Cameras will also be placed at each location where dispensing, fulfillment, and labeling activities occur in adequate fixed positions, at a height which will provide a clear unobstructed view of the regular activity without a sight blockage allowing for the clear and certain identification of persons and activities at all times. All surveillance recordings will be kept for a minimum of 90 calendar days.

The outside perimeter of the premises will be lit so as to allow security staff monitor and the video surveillance system to easily capture all activities. However, the cameras are

designed to operate in the infrared spectrum requiring no light at all. The lighting systems will be designed so as to minimize impact on our neighbors.

The RMD will be accessible with a set of stairs from the ground floor to the below grade spaces as well as an ADA accessible chairlift.

(d) Traffic generated by client trips, employee trips, and deliveries to and from the Registered Marijuana Dispensary shall not create a substantial adverse impact on nearby residential uses.

See Transportation Analysis included with the application.

(e) Loading, refuse and service areas are designed to be secure and shielded from abutting uses.

Sage will coordinate with the building owner/management to have its trash privately managed consistent with other retail uses in the multi-tenanted building.

(f) The building and site have been designed to be compatible with other buildings in the area and to mitigate any negative aesthetic impacts that might result from required security measures and restrictions on visibility into the building's interior.

The below grade location creates a natural buffer and shielding from the public view with almost no visual or aesthetic impact on the building. The proposed security measures will be sensitively placed to provide a safe yet unobtrusive means of surveilling the appropriate and most sensitive portions of the building. Sage has discussed these security measures with the Cambridge Police Department and will continue to modify its program as needed.

20.705.1 Additional Special Permit Criteria for MMD-3:

In granting a special permit for a Registered Marijuana Dispensary in the MMD-3 the Planning Board shall find that the criteria in 20.705 are met as well as the criteria in 20.705.1

(a) Use Limitations: The RMD facility shall be retail only with no cultivation activities on site.

The proposed RMD facility shall provide retail only services to registered patients with no cultivation activities onsite.

(b) Siting: The RMD facility must be located either below grade or above the street level at the second story or above and be appropriately shielded from the public view.

The RMD facility located below grade and is shielded from the public view.

(c) Size: The RMD facility size shall be less than 10,000 square feet and at least 70% of the square footage shall be used for patient services and the remainder shall be devoted to administrative support, storage and security.

The proposed RMD facility is less than 6,000sf and with at least 70% used for patient services.

(d) Access to Public transit: Areas with access to pedestrian and public transportation would be preferred.

The site is located directly adjacent to the MBTA Bus stop and within .5 miles to the Central Square and Harvard Train Stations.

IV. CONCLUSION

For all the reasons set forth in the application and supporting materials included herewith we respectfully request you approve the requested Special Permit relief.



Description of Activities

Sage Cannabis, Inc. Cambridge, MA Facility

Sage Cannabis Facility at 1001 Massachusetts Avenue, Cambridge, MA

May 15, 2016

I. Description of Facility

The proposed Sage Cannabis, Inc. RMD facility consists of a 5,815 square foot, below grade retail space located at 1001 Massachusetts Avenue in Cambridge. The space is equipped with areas of ingress and egress on Massachusetts Avenue and rear access for deliveries. The majority of the space will be used as a retail Registered Marijuana Dispensary (RMD), and the remainder will be used as storage space and office/administrative space.

The retail dispensing area will include: (1) an entry trap where patients will demonstrate that they are current registrants in the Department of Public Health (DPH) Medical Marijuana Program in order to gain access to the facility; (2) a reception/waiting area so patients will not have to wait outside the facility; (3) a dispensing area; (4) a sales and transaction area; (5) a packaged products fulfillment area that is separate and secure from the dispensing area where patient orders will be filled, packaged in child-proof exit bags, and labeled with important health and safety information; and (6) an exit trap to allow for secure exit from the facility. The remainder of the building will include: back office administrative functions and a secure storage area. The facility will not conduct any activities related to marijuana cultivation or product manufacturing.

II. Patient Facing Dispensary Operations

Dispensary operations consist of an initial ID check of all potential patients at the exterior of the building. In order to access any part of the Sage facility, a patient must first make an appointment with a Massachusetts licensed physician who has registered with the Department of Public Health Medical Use of Marijuana Program. The patient's physician must determine, in his/her professional opinion, that the patient has a debilitating medical condition for which medical marijuana is a viable treatment option. The physician will certify and register the patient in the DPH interoperable database. The patient must then complete the registration process and be issued a medical marijuana ID card by the DPH. There will be no diagnosis or issuance of physician certifications or DPH ID cards at the Sage Cannabis Cambridge facility.

If the patient presents a valid DPH-issued ID upon arrival the facility, the patient will be admitted to the secure entrance trap area where his/her credentials are verified through the DPH database. Once verified, patients will be admitted to a secure reception area before being called into the dispensing area. The reception area consists of a reception desk staffed by a dispensary employee, and a waiting area. When a qualified patient visits a Sage dispensary for the first time they will be given a brief orientation to the facility. Patient records will be originated from a questionnaire that may include summary biographical data, as well as a scanned copy of the patient's physician-issued certification, DPH-issued ID card, and state-issued ID card. Each subsequent visit to the RMD will generate an entry in the patient's record indicating their access to the RMD, purchase and sales data such as type, quantity, batch and pricing information. To fill a patient order, the system creates a new sales ticket and enters information that links a specific client record to specific product inventory. Upon completion of the order, the system updates the transaction record, the product inventory record, and the

client record accordingly. Our patient record keeping system keeps information confidential and is consistent with HIPAA requirements where appropriate.

Patients will be admitted to the dispensing area as space allows. The Sage process provides for one-on-one interaction between a dispensary agent and a patient throughout the dispensing process. A dispensary agent will escort the patient to an individual display pedestal where all products are displayed. The patient will be able to choose from among a variety of forms of medicine such as cannabis flowers and marijuana infused products.

The dispensary agent will confirm with the DPH database that the patient is eligible to receive medicine, and record the patient's order on a handheld device. Once a patient has placed an order with a dispensary agent, he/she will move to the fulfillment area where payments will be processed and the medicine will be sealed in a childproof exit bag. All medicated products will be manufactured and packaged at the Sage Cannabis cultivation and processing facility in Milford. The patient will exit through the secure exit trap. Patients are required to exit the facility as soon as their order has been filled. They are not allowed to take their medicine on the premises or loiter around the exterior of the dispensary.

A security desk is located beside the entrance on the inside of the Dispensary. During business hours the security desk will be staffed by a qualified security agent. The agent will attend to all patients entering the facility by authenticating their credentials and allowing them access to the Dispensary.

III. Non-Patient Facing Dispensary Operations

A. Inventory Management

All medicated product will be manufactured and pre-packaged at the Sage cultivation facility in Milford. Every individual unit in inventory will be uniquely barcoded and audit-traceable through the production process as required by DPH regulation. Inventory will be securely transported from Milford to Cambridge on a "just-in-time" basis for sale in the Cambridge dispensary. The chain of custody of all medicated product will be kept in the Sage Inventory Management and Control System. The Cambridge facility will not keep more inventory in stock on the premises than is reasonably necessary based on patient demand projections. If the stock of medicated product is greater than necessary for an extended period of time, it will be returned to the Milford facility.

B. Payment Processing and Cash Handling

Sage maintains a business banking relationship with a well-known banking institution in Massachusetts that will handle all of our business banking needs. Sage will accept cash and debit cards. We expect that in the early months of operations 50-70 percent of transactions will occur in cash. Like any such business, Sage will employ a sophisticated cash-handling procedure that will include comprehensive employee training, strict policies and procedures for

how cash is counted, handled, recorded and stored. Cash pick-ups will occur on a timely basis to ensure that no more cash than is necessary for the ordinary course of business is kept on site.

C. General & Administrative and Recordkeeping Functions

General and administrative functions for the Cambridge facility will take place off site. Sage uses industry standard applications for accounting and personnel recordkeeping. We maintain audit and compliance procedures that generate and maintain accounting and other financial records. Sage also uses a comprehensive inventory control and tracking system that generates records relating to products and inventory. This system chronicles every step, ingredient, activity, and transaction in the life cycle of our plants. All activity is fully auditable.

IV. Personnel Policies

Sage Cannabis, Inc. places a heightened level of scrutiny on employees given the compliance environment of the regulated medical marijuana industry. Every potential employee is carefully pre-screened for compliance with DPH regulations prior to hiring. Once onboard, our staff is provided with an Employee Handbook containing information about the policies and procedures of the organization, as well as benefits and opportunities available to employees. The Handbook contains all company personnel policies, including but not limited to: Company Policies: rules of conduct, dress code, alcohol and drug abuse, discipline, confidentiality, conflict of interest, ethics, whistle blower, discrimination and harassment, reasonable accommodation, zero tolerance, prohibition of retaliation, emergency procedures, work hours, attendance and time off, performance evaluations, injuries, and termination. Leave Policies: holidays, vacation, personal and sick days, maternity/paternity, military leave, and jury duty. Sage maintains personnel records for all employees, including, job descriptions, verification documents including CORI and other background check information, training records, performance evaluations and any disciplinary actions. Employee records are confidential.

Sage relies on our employees to be engaged, compassionate, committed and collaborative. Employees are required to have the applicable skills to successfully carry out assigned duties, be prepared to respond appropriately to patient needs, and comply with operational and regulatory protocols. All employees undergo an intensive orientation to introduce the Employee Handbook, Code of Conduct, Emergency Preparedness Guide, Incident Management Protocols and a review of the DPH regulations 105 CMR 725.000 et. seq. Employees are cross-trained within areas they are authorized to access.

RMD security protocols and updates are reviewed with all employees on a periodic basis to include patient, facility and personal safety, as well as information security. Patient and individual security drills are practiced at random intervals (when patients are not present) to aid in implementation of the security training and to improve reaction to a crisis.

Sage Cannabis, Inc. teaches the fundamental skills required to properly and safely dispense medicine to our patients. Specific training topics include how to listen as a part of effective

communication, how to speak with patients with disabilities for whom communication may be difficult, and recognizing signs of abuse/misuse and addiction.

V. Patient Education

Certain educational materials will be made available to all patients upon request. These materials may include but are not limited to the following information: the statement that medical cannabis has not been analyzed, tested or approved by the FDA; there is limited information on side effects of cannabis use; there may be health risks associated with using medical cannabis; driving is prohibited while under the influence of medical cannabis and operation of machinery is not recommended; cannabis should be kept away from children and may not be distributed to those not authorized to use it; instructions on how to achieve the minimum effective dosage; instructions on how to differentiate between medical need and dependence will be included among the educational materials given to patients and caregivers. The materials on this final subject will cover warning signs of tolerance, dependence, and withdrawal. Information will be made available regarding substance abuse signs and symptoms, as well as referral information for substance abuse treatment programs.

Patients and caregivers will also receive information about the role they play in preventing diversion. They must agree that they will not purchase medical cannabis in any form with the intent to distribute it to any other individual. Patients will be instructed on how to safely store the medicine at home, and how to keep it away from children.

Patients and/or caregivers will be asked to sign forms acknowledging receipt of the educational materials and warnings, and to sign an agreement that they will not participate in, encourage or otherwise enable diversion of medicated products.

VI. Security

The Medical Cannabis industry presents a dynamic and rapidly evolving business environment in which executives must focus on the safety of clients, employees and the broader community in which they operate. Security in the Medical Cannabis space requires a comprehensive and holistic planning approach. Security safeguards generally fall into one of three categories: physical security, operational security and information security.

Physical security involves measures undertaken to protect clients, staff, equipment, inventory and cash against anticipated threats. It includes both passive and active measures. Passive measures may include the use of architecture, signage, landscaping and lighting to achieve improved security by deterring, disrupting or mitigating potential threats. Active measures include the use of personnel and technologies designed to deter, detect, report and react against threats.

Operational security involves creating policies and procedures, and establishing controls, to ensure regulatory compliance, 360-degree visibility into all stages of the supply chain, and

audit traceability and forensic reporting in the event of a breach. This is done by identifying, controlling and protecting those interests associated with the integrity and the unimpeded performance of a facility. The two fundamental pillars of operational security are (1) procedures and (2) personnel. Procedures establish controls to prevent unauthorized access to a facility, inventory and other business assets, whether through carelessness, criminal intent or an outside threat. Trained operations and security personnel protect and enforce the security procedures and policies governing facility operations.

Information security involves protecting the confidentiality, integrity and availability of data from accidental or intentional misuse by people inside or outside an organization or facility. Key elements of information security include limiting information to authorized entities; preventing unauthorized changes to or the corruption of proprietary data; guaranteeing authorized individuals the appropriate access to critical information and systems; and ensuring that data is transmitted to, received by or shared with only the intended recipient.

VII. Security Systems Summary

The 1001 Massachusetts Avenue facility will be a below-grade medical marijuana dispensary in a 5,800 square foot office space. Sage security policies and procedures comply with all provisions of 105 CMR 725.110, and are designed to deter and prevent unintended incidents, diversion and/or theft of medicine, as well as to provide Sage management with real-time and recorded awareness of all areas in the facility. As described more fully below, the main components of the security process are: (1) first responder relationships; (2) security personnel; (3) surveillance cameras and monitoring; (4) access controls; (5) alarm systems; (6) inventory tracking and control; and (7) employee training.

A. Law Enforcement and Public Safety Official Communication

Sage officials met with the Police Commissioner and his top staff on March 29, 2016. Sage will continue to maintain an "open door" policy with regards to all state and town law enforcement, public safety and public health agencies. This policy begins by notifying such agencies of our presence and our intended operations. It continues by informing them of our operations and educating them on various aspects of what we do. This can include informing them about the products we handle, the purpose and locations of key functions in the facility, our incident preparedness policies and procedures, emergency exits and assemblage locations, utility service shut off points, and emergency/post emergency contact information.

B. On-Site Security Personnel

Dispensary security operations will be overseen by a dedicated security agent who will be present on-site at all times during business operations. The duties of this agent are multifaceted, and include monitoring and surveillance of the facility entrance and exit, perimeter inspections, and working with dispensary staff to prevent adverse incidents from occurring. The agent will be supported by a comprehensive electronic security system

comprised of cameras, motion detectors, and duress alarms, as well as comprehensive emergency procedures and employee training.

C. 24/7/365 Surveillance Cameras

A network of surveillance cameras will be strategically placed around the perimeter of the building and in every area inside the building where clients will be and where medicated product is handled. This includes all entrance and exit traps, the secure waiting area, the dispensary floor, the sales and fulfillment areas, the inventory safe area, all back office entrances, exits and corridors, and the entire delivery packaging/loading/unloading area.

D. Access Control System

All access points in the facility will be controlled by an automated access control unit hub. The system is designed to enhance personal safety and prevent diversion and theft by limiting work area access to authorized personnel only and tracking activity throughout the facility. Only personnel that are essential to the operation of a given area will be allowed access to that area. All visitors must be logged in and out, and that log will be available for inspection by the DPH at all times. All visitor identification badges shall be returned to the RMD upon exit.

E. Alarm Systems

The facility will be equipped with two independent alarm systems on all perimeter entry points and perimeter windows. Two independent alarm companies will monitor the system 24 hours a day. The system provides redundant backup in the event that the primary alarm system fails to function properly.

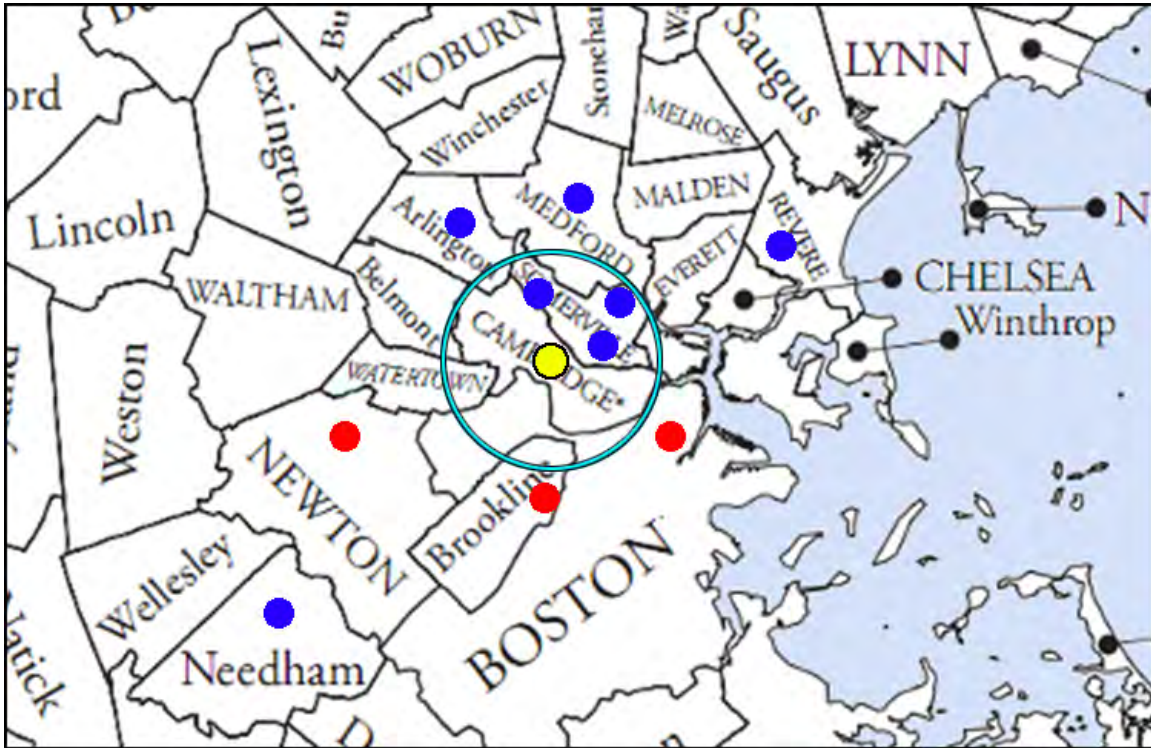
F. Inventory Tracking and Control System

A comprehensive inventory tracking and control system is essential to the security of the facility. It allows Sage to maintain awareness and control over where products are at any given stage in the distribution process. Sage will utilize a fully integrated enterprise application software package that includes cultivation management, inventory management, patient management, and employee tracking, as well as a Point-of-Sale system.

G. Employee Training

In addition to dedicated security personnel, Sage requires that all dispensary agents undergo thorough security, incident de-escalation, and emergency preparedness training prior to working in a dispensary. We consider employee training to be among the most effective means of mitigating security risks. Topics covered in our training modules include: how to handle dispensary disturbances such as disruptive behavior by a client or employee, physical violence, protest, gunfire, robbery and burglary, damage to property, fire, severe weather or natural disaster, temporary power failure, and bomb threats, among others.

Sage Cannabis Service Area Map and Narrative



Yellow: Sage Proposed Location

Red: Existing RMDs

Blue: Future Proposed RMDs

The Sage Cannabis expects to service an area within a radius of approximately 2.5 miles from its proposed location at 1001 Massachusetts Avenue. This service area encompasses all of the City of Cambridge and parts of the municipalities of Somerville, Arlington, Belmont, Watertown, Boston, and Brookline.

Based on patient saturation rates in other medical marijuana states, the Massachusetts Department of Public Health (DPH) estimates that between 1.5 and 2% of the general population will eventually become medical marijuana patients. Out of a statewide general population of 6,745,000 people, it is expected that there will eventually be between 101,000 and 135,000 medical marijuana patients across the Commonwealth. In other medical marijuana states, it has taken up to five years for the patient population to fully develop. The DPH began registering patients in February 2015, and there are currently just over 24,000 active patients registered with the DPH. This reflects a patient adoption rate that is slightly slower than in other states.

The total estimated *general* population within the Sage service area is approximately 240,000. The total estimated *patient* population once full saturation of the general population is reached is approximately 3,600 to 4,800.

There are currently no existing RMDs within the Sage service area. However, it is expected that there will be approximately three RMDs sited in the City of Somerville within the Sage service area within the next 12-24 months. There are currently three existing RMDs just outside of the Sage service area: one in Boston, one in Brookline, and one in Newton. As the Department of Public Health continues to accept applications for RMD registration on a rolling basis, it is possible that additional RMDs will eventually be sited within the Sage service area.



To: Mr. Michael Dundas
Sage Cannabis, Inc.
13 Commercial Way
Milford, MA 01757

Date: May 18, 2016

Memorandum

Project #: 13549.00

From: David A. Bohn, PE
Mass. Registration No. 31090

Re: Transportation Assessment for 1001 Massachusetts Avenue,
Cambridge

Introduction:

Sage Cannabis, Inc. (Sage) is proposing to open a licensed medical marijuana dispensary at 1001 Massachusetts Avenue in Cambridge, Massachusetts. The site is approximately equidistant to Harvard and Central squares. The proposed dispensary will be a highly regulated facility that will operate in compliance with the requirements and regulations of both the Commonwealth of Massachusetts and the City of Cambridge.

As currently envisioned, Sage intends to occupy a single floor in the building at this address, (occupying space on the basement floor of a multi-tenant building). The space will feature a waiting area, sales floor, a fulfillment area as well as designated office and security space. This space will also be equipped with rest rooms, and a staff break room. An approximately three month long initial construction period is anticipated to prepare the site for dispensary operation.

As part of the approval process for this occupancy, the City of Cambridge requires a:

"Transportation Analysis: A quantitative analysis, prepared by a qualified transportation specialist acceptable to the Planning Board, modeling the expected origin and frequency of client and employee trips to the site, the expected modes of transportation used by clients and employees, and the frequency and scale of deliveries to and from the site."

The intent of this technical memorandum is to satisfy these requirements.

The Proposed Project:

Based on information provided by Sage, the following sections outline our understating of the project.

Service Area:

Sage's focus is on meeting the needs of patients within a radius of approximately 2.5 miles from its proposed location at 1001 Massachusetts Avenue. This service are encompasses all of the City of Cambridge and parts of the municipalities of Somerville, Arlington, Belmont, Watertown, Boston, and

Brookline. The result is that the target population for the dispensary will be those patients within that 2.5 mile radius.

Hours of Operation

Sage plans to operate the facility between 10:00 AM to 8:00 PM. Sage hopes to operate seven days per week, subject to Planning Board approval.

Staffing Levels and Work Shifts

Sage anticipates having 10 staff members on site at any given time. Sage expects to have one full time shift and one part time shift to staff the dispensary. There may be some individuals who choose to work a full ten (10 hour day). Specific shift patterns have not yet been established.

Patient Visitation Patterns

Sage predicts that patient visitation will typically be between 40-100 patients per day after an initial period of adjustment. Visits by these patients are expected to be spread relatively evenly throughout the day although there is likely to be some peaking around lunch and dinner times, a time period when people frequently complete errands and address some of the non-work necessities of daily life. Sage's expectation is that individual patient transaction times will be relatively short, perhaps between 5 – 15 minutes typically.

A phenomena that often occurs when a new business or service opens is that there may be some initial demand/activity that exceeds what will become the norm. This may be the case for the medical marijuana dispensary as well. The dispensary represents a new medical treatment option not previously available to Cambridge residents. As a result, we would expect that as the initial group of patients come forward, are seen and treated, there may be an initial period of higher activity. Sage expects that patient visits will tend to spread out/even out over the coming weeks and months, and that they would tend to develop into a routine or stable pattern.

Parking

The proponent, as part of its lease for 1001 Massachusetts Avenue will not be providing any parking for the dispensary and no on-site parking will be available. Any staff or patients who chose to drive to the site will need to rely on other resources – either through off-street parking or by parking at nearby curbside/metered spaces. Metered parking spaces are available for short term parkers (two (2) hours or less) on both sides of Massachusetts Avenue. There is a designated parking space for the disabled on Massachusetts Avenue at the site as well. The nearest municipal parking facility is located at 260 Green Street in Central Square.

The streets in the surrounding neighborhood are primarily designated as Resident Permit Only spaces and are available to Cambridge residents bearing a resident parking permit. No changes to the supply of these spaces is planned as part of this project. By not providing parking for the dispensary, Sage intends to encourage both patients and dispensary staff to utilize alternate modes of travel thereby reducing traffic and parking impacts.

The project site in Central Square is well served by transit. In addition to the MBTA's Red Line which is accessible in both directions along Massachusetts Avenue, there are eight different public bus routes serving Central Square as well as several private shuttles that are open to the public.¹

Project Trip Generation

Unlike many other types of land uses, regulated marijuana dispensaries are a new use in the Commonwealth and there simply isn't sufficient data regarding how comparable facilities operate. Instead. In order to meet the city's analysis requirements, VHB has utilized the upper end of the predicted range of Sage patients and staff to estimate the frequency of patient and employee trips to the site and the expected modes of transportation they will use. We've conducted a quantitative analysis that breaks the project trip generation into three components:

- Patients
- Staff
- Service/Delivery trips.

Each component is described briefly below.

Patients

We have assumed that the higher end of Sage's predicted range represents a typical visitation pattern at the dispensary. With 100 patients per day, that will generate 200 patient person-trips over a typical day as each patient will travel to and then, when their visit is complete, will depart from the site.

As noted in the previously referenced C2 study, approximately 40% of workers in office and R&D uses in Central Square currently commute by transit. We would expect the pattern for dispensary patients to be similar, meaning that over the course of a typical day, the site would generate approximately 80 one-way transit trips. The remaining trips would be split between walk, bike and automobile trips. If all non-transit reliant patients choose to drive (which we believe is highly unlikely), they would generate approximately 120 daily one-way auto trips. Over the course of a day when the dispensary is open for its typical ten (10) hours, the patients driving to/from the dispensary, under this assumption, would generate, on average, approximately 12 hourly one-way auto trips, six (6) entering and six (6) exiting. These drivers will need to rely on available on-street metered or Cambridge resident permit parking or they may choose to park in a public parking facility in Central Square. The more likely scenario is that a portion of those non-transit using patients will walk or bike to the site, reducing the traffic impacts forecast herein.

¹ Central Square Final Report 2013 (also known as the C2 Plan or the C2 Study), Cambridge Community Development Department.

Staff

Sage anticipates having ten (10) people on site at any one time, during the course of the day. As noted above, their staff will include a group of full time and part time individuals. Home locations for these individuals will depend on Sage's ability to hire qualified staff to support the facility. We would expect that the individuals who are hired for this dispensary would likely represent a broader geography and that some staff will live outside the City of Cambridge.

To be conservative for this evaluation, we have assumed that up to 15 different individuals work in the dispensary over the course of a typical weekday (assuming some overlapping shifts during dispensary operating hours). We would expect their pattern to match the areas', in that approximately 40 percent of their commuting trips to/from work would be made using public transportation. That means that 12 one-way trips made by dispensary staff would be made by transit per day. The remaining 18 one-way trips would be made by walking, bike, or auto. Mid-day trips by dispensary staff would most likely be very limited with walk trips to other nearby businesses, restaurants and amenities predominating. Mid-day auto trips by dispensary staff, outside of their commutes, are expected to be minimal.

Service/Delivery Patterns

Sage has explained that they anticipate that the project will receive approximately 11 deliveries over the course of a typical week following completion of the project. These are as follows: two (2) deliveries of cannabis per week from the growing location in Milford, MA; typically two (2) to four (4) parcel pick-ups/deliveries per week, and five (5) cash pick-ups per week. Deliveries of cannabis are expected to be made using a minivan-sized vehicle.

The USPS will deliver mail to the business but these will not be new trips – they will simply deliver mail and packages as they do for all of the surrounding businesses.

If the building's service/delivery trips are spread out evenly over a typical week, we would expect that the site would generate two (2) to three (3) service deliveries per day. Note: two (2) to three (3) service deliveries to the site per day will result in four (4) to six (6) one-way service/delivery trips.

A loading zone with the capacity for multiple delivery vehicles at any one time is available at the site on Massachusetts Avenue. It is a shared amenity, used by area businesses.

Total Project Trip Generation

When combining the total volumes for the three categories, we conclude the following:

- Approximately 40 percent of patients and staff would be expected to rely on transit for their travel to/from the dispensary, generating an estimated 92 one-way transit trips per day.

- If all other patient and staff trips were made by auto (i.e. if we make the very conservative assumption that there were no walk or bike trips, we estimate that the project would generate approximately 144 one-way vehicle trips over the course of the day (this includes patients, staff and service/delivery trips).
- Overall, the estimated total trip generation for this use is expected to be quite modest once the dispensary is up and running, following its initial opening period.

Transportation Mitigation

We expect that Sage will aggressively promote transit accessibility, its walkability and its bikeability to both staff and patients. With the Red Line service available in Central and Harvard squares, both just less than a ten minute walk, along with the many bus routes and services described earlier, emphasis will be placed on using these alternatives instead of driving to the site. Specific mitigation items that Sage intends to implement include:

- Encouraging carpooling and use of ridesharing services (such as Uber, Lyft) for staff. This would be beneficial because it would reduce the demand for staff parking.
- Provision of transit subsidies for MBTA passes for staff to further encourage transit usage.
- Providing transportation options information as part of the new hire on-boarding process.
- Working with your landlord and neighboring businesses to schedule/manage deliveries to minimize conflicts.
- Promotion of Hubway shared bike accessibility. The nearest facility is about six blocks away at Mass. Ave/Pleasant Street (Post Office/City Hall area)
- Provision of lockers on site for staff (to help address the needs for those who bike)
- Probably most importantly, the Sage web site will promote transit accessibility for patients. Further, Sage's advertising will promote transit accessibility for patients.

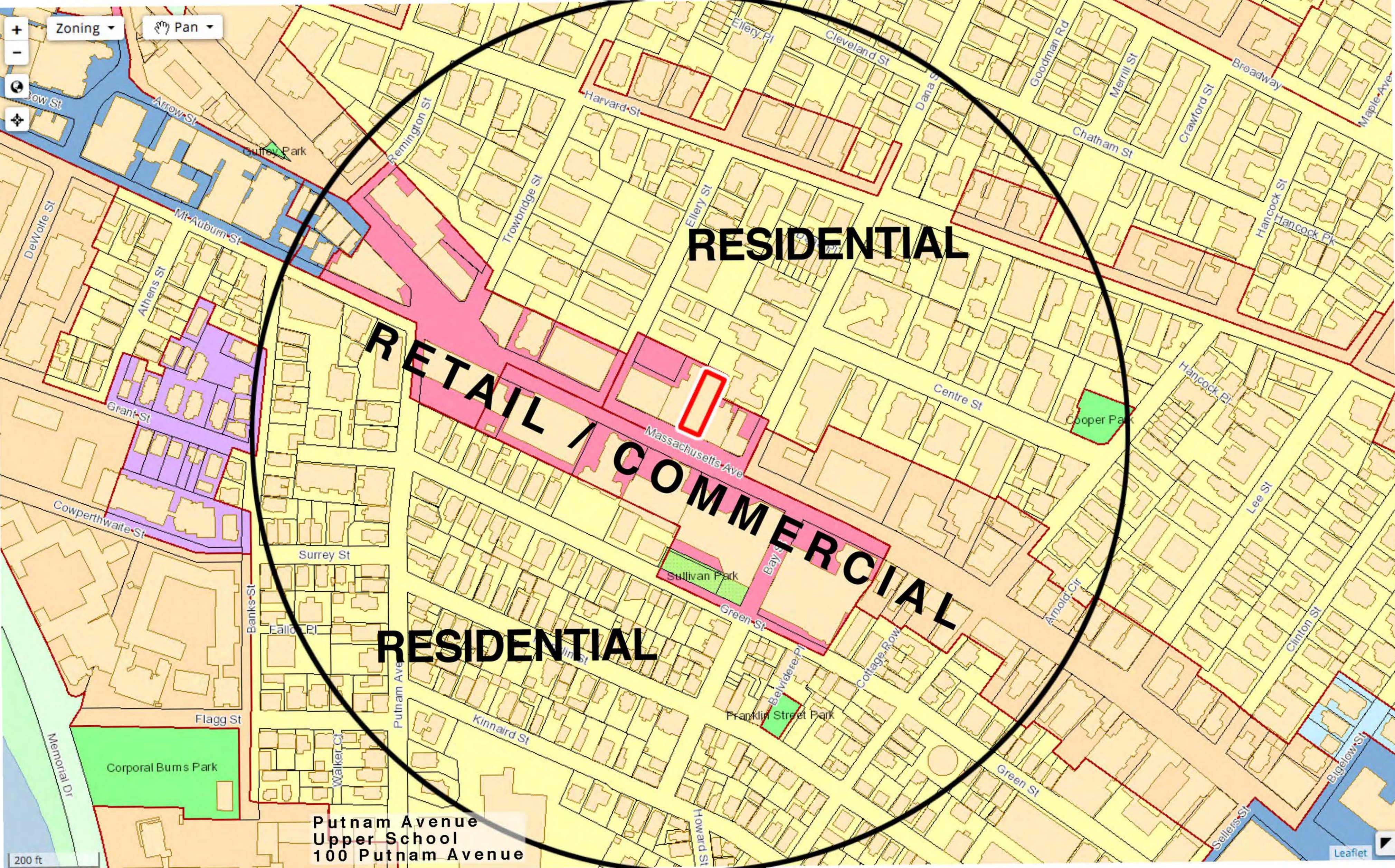
Conclusion

As outlined herein, the expected impacts on transportation are expected to be relatively small and limited. This memorandum outlines the operating parameters for the dispensary, describes the expected transit and traffic impacts and outlines a comprehensive transportation mitigation program. The target population for the dispensary are those patients who are located within 2.5 miles of the site, meaning that most travel to and from the site will be relatively short in duration.

Ref: Sage/1001 Massachusetts Avenue, Cambridge
May 18, 2016
Page 6

The comprehensive transportation mitigation program that Sage is committing to is aimed at reducing automobile use by patients and staff to the maximum extent possible.

We trust that the information herein addresses the Planning Board's Transportation Assessment requirements.



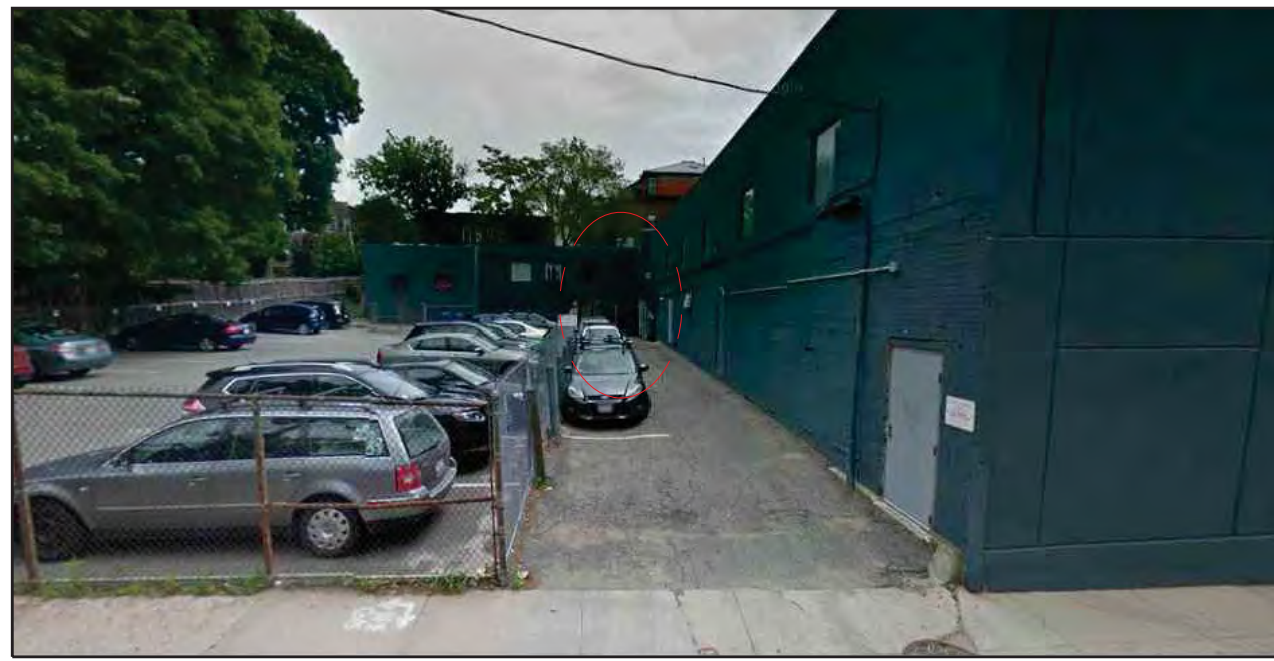
Zoning Pan

RESIDENTIAL

RETAIL / COMMERCIAL

RESIDENTIAL

Putnam Avenue
Upper School
100 Putnam Avenue



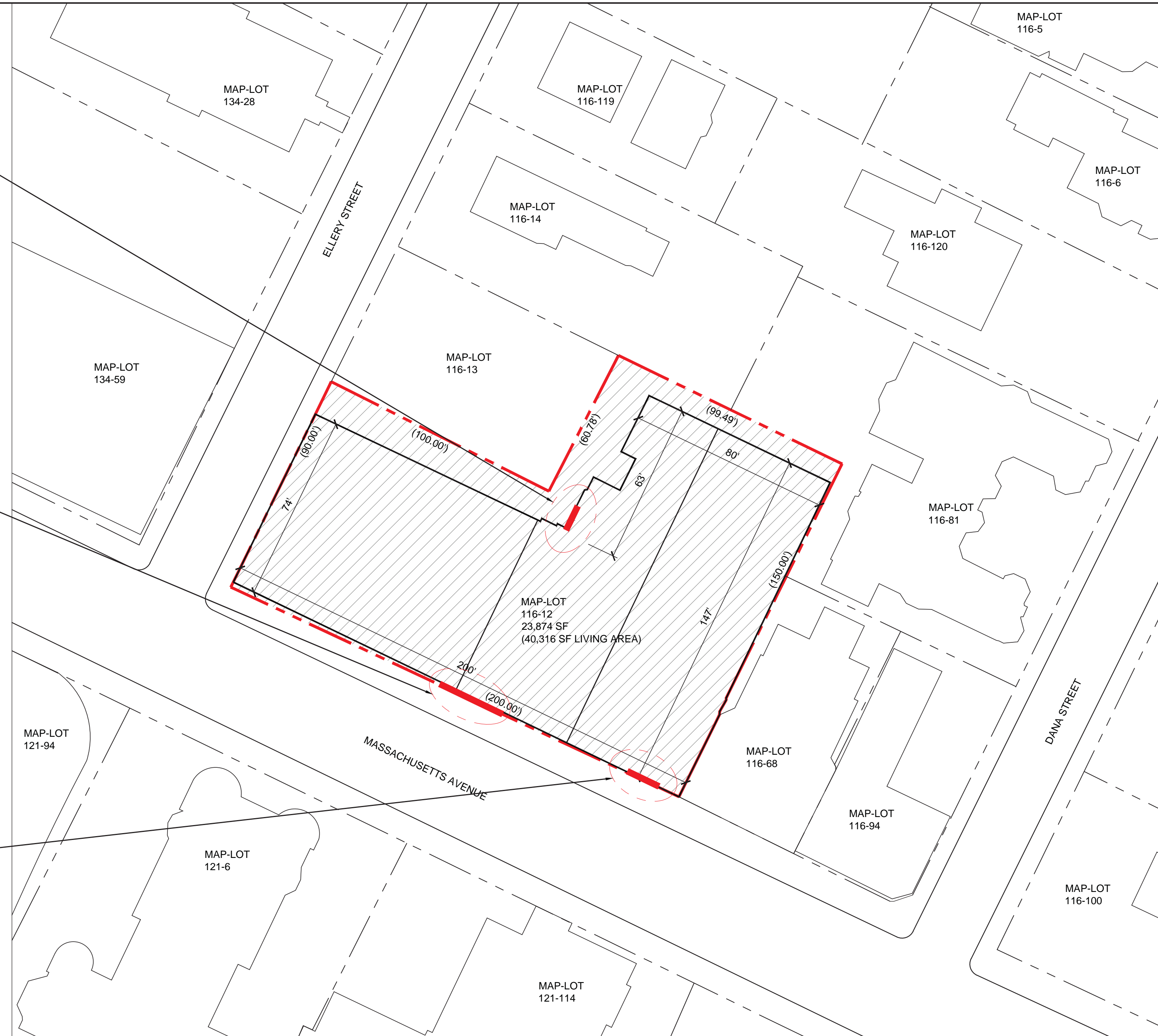
6 REAR ACCESS
N.T.S.



5 ENTRANCE LOCATION
N.T.S.



4 EXIT LOCATION
N.T.S.



3 SITE PLAN
1" = 30'



TYPICAL EXISTING SIGNAGE

- NOTES:
1. THE BUILDING AND ALL COMMERCIAL/RETAIL SPACES ARE EXISTING
 2. ALL DIMENSIONS AND SQUARE FOOTAGE INDICATED ARE PROVIDED BY ASSESSORS DATA BASE INFORMATION
 3. EXISTING STREET SIDE HANDICAP PARKING AND METERED PARKING
 4. EXISTING TWO POINT BICYCLE RACKS ALONG SIDEWALK
 5. EXISTING STREET SIDE LOADING ZONES
 6. EXISTING SIDEWALKS FOR PEDESTRIAN ACCESS
 7. ENTRANCE LOCATION IS HANDICAP ACCESSIBLE USING EXISTING ELEVATOR TO LOWER LEVEL
 8. ALL SIGHT LIGHTING IS EXISTING TO REMAIN



TYPICAL REAR BUILDING WALL LIGHTS

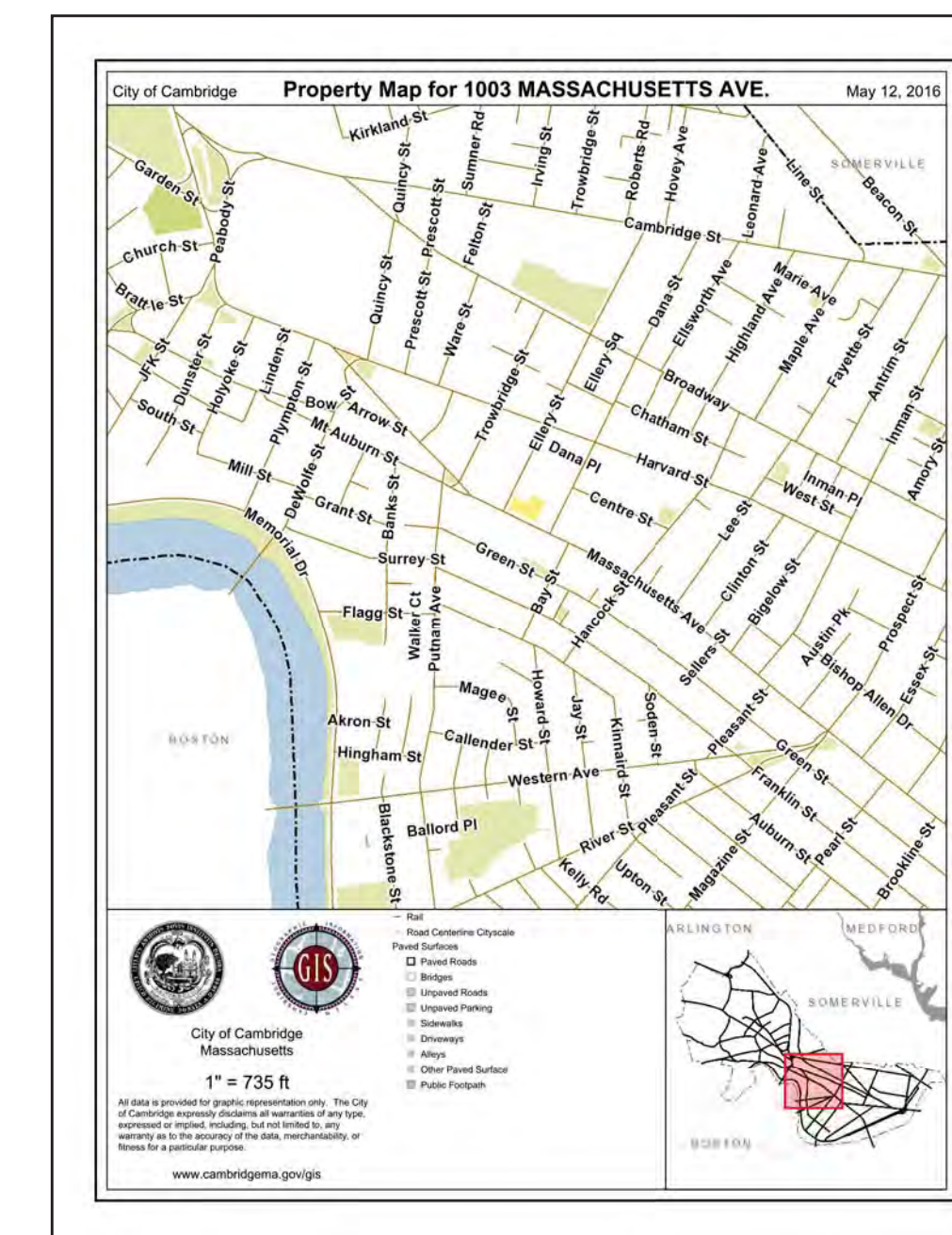


TYPICAL SIDEWALK WALL LIGHTS

7 EXISTING SIGHT LIGHTS AND SIGNAGE
N.T.S.



2 AERIAL SITE PLAN
N.T.S.



1 CAMBRIDGE GIS MAP
N.T.S.

ARCHITECT

J.L. WILSON, ARCHITECT
 12 ELLIS STREET
 NORTH ANDOVER, MA 01845
 TELEPHONE 978-857-1148
 jlwarchitect@gmail.com

PROJECT NAME & ADDRESS
 RETAIL SPACE RENOVATION
 1001 MASS. AVE.
 CAMBRIDGE, MA 02143

CLIENT
 SAGE CANNABIS

CONSULTANTS:

REGISTRATION



NORTH ARROW

GRAPHIC SCALE

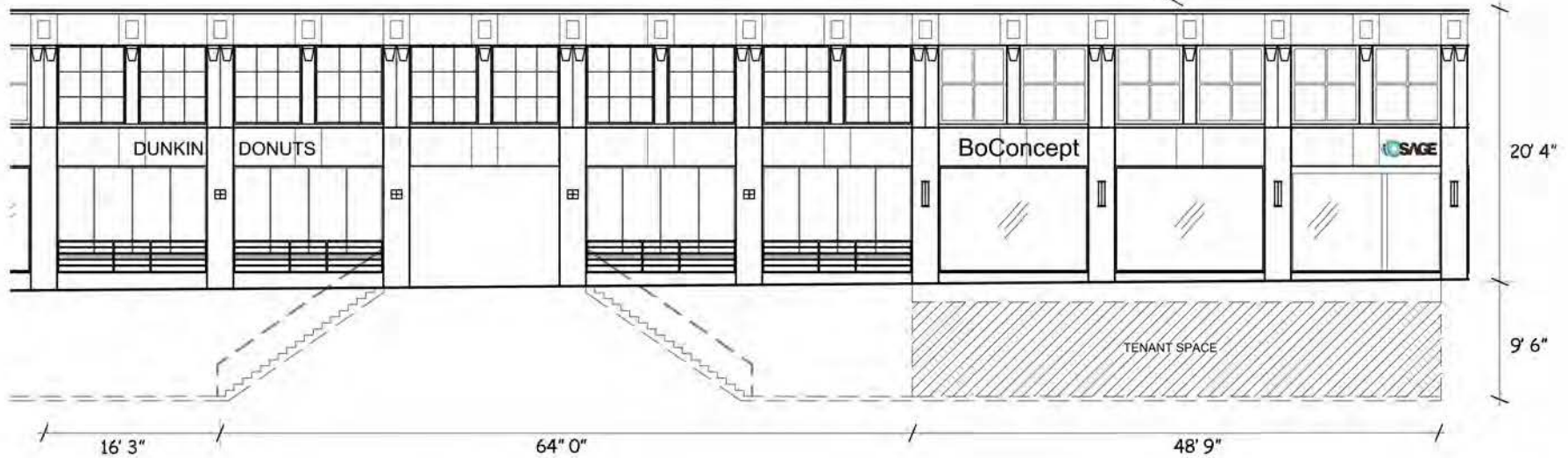
PROJECT NUMBER 16.06
DATE 05/15/16
DRAWN BY JLW
CHECKED BY JLW
SCALE

REVISIONS

NO.	DESCRIPTION	DATE

SITE PLAN

L-1



1 1001 MASSACHUSETTS AVENUE ELEVATION
1/16" = 1'-0"

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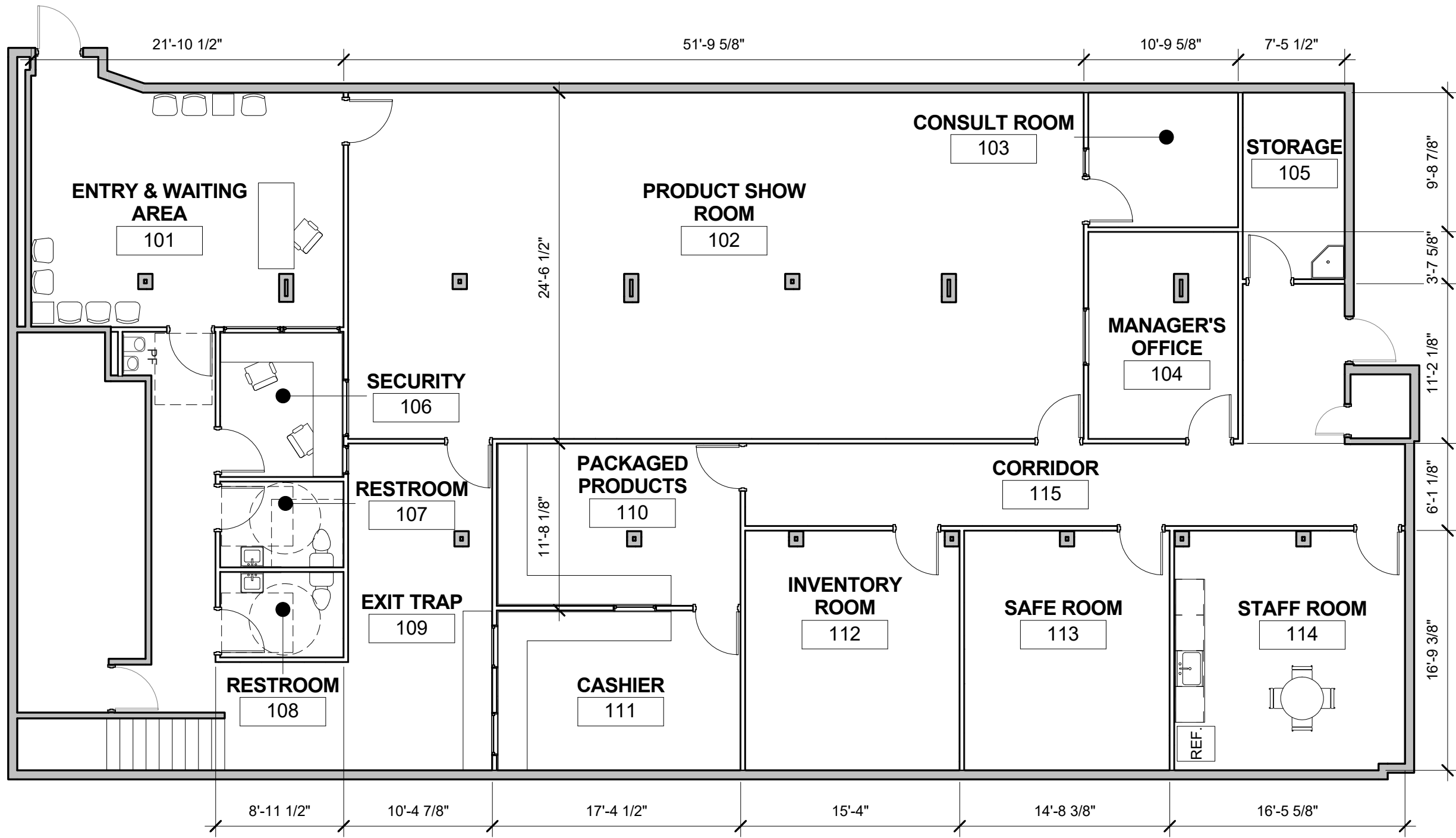
SAGE CANNABIS, INC.
REGISTERED MARIJUANA DISPENSARY
1001 MASSACHUSETTS AVENUE
CAMBRIDGE, MA 02138

SCHEMATIC
DESIGN

Project Number: -
Date: 2/8/2016
Drawn By: AMW
Checked By: -
Revisions: -

Sheet Description
FRONT
ELEVATIONS

A1.1



1 1ST FLOOR
 A1.1 SCALE: 1/8" = 1'-0"

Sage Cannabis, Inc. Early Community Engagement Summary

Beginning in December 2015, through the present time, Sage Cannabis, Inc. has been engaged in a variety of outreach activities in the community surrounding its proposed location at 1001 Massachusetts Avenue. The following list and narrative summarizes these activities.

Sage began by meeting with a number of neighborhood groups and associations to present our proposal, answer questions and address concerns raised by community members. At these meetings Sage made a presentation that included information about the site, a summary of the existing location and immediate area, and photographs of the site and abutting properties. Sage also gave information about its proposed operational model, background on the Medical Marijuana Program administered by the Department of Public Health, and details descriptions of proposed operational procedures for patient flow and overall facility operations. The presentation is attached.

Sage met with the following groups:

Harvard Square Business Association

December 7, 2015 2:30pm
18 Brattle St #352

Mid Cambridge Neighborhood Association

December 30, 2015, 4:30pm
Sage Proposed Location
1001 Massachusetts Avenue

Mid Cambridge Neighborhood Association

January 6, 2016, 6:00pm
1575 Cambridge St, Cambridge, MA 02138

Cambridgeport Neighborhood Association

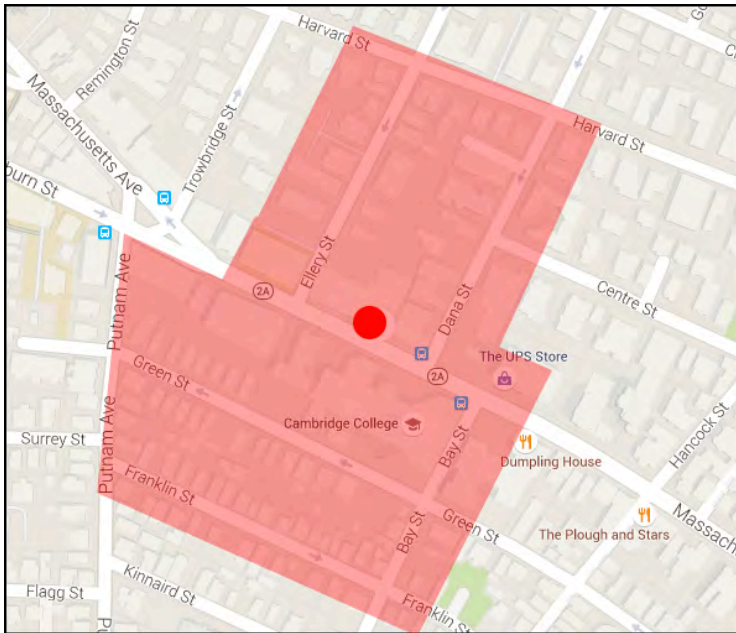
January 21, 2016, 6:30pm
Cambridge Public Library
Central Square Branch, 45 Pearl Street

Association of Cambridge Neighborhoods

February 3, 2016, 7:00pm
North Cambridge Senior Center
2050 Massachusetts Avenue

Outreach Activities

In addition to the community association meetings, Sage personnel canvassed the abutting businesses and residents on all adjacent streets on October 31, 2015 and again on January 30, 2016. Sage personnel went door-to-door throughout the area of the map below and introduced the organization and spoke about Sage's planned operations.



Community Education Meeting

Sage also held a Community Education Meeting on June 3, 2016. The meeting was attended by dozens of residents. Sage discussed its plans for the site, reviewed the existing location and immediate area, and talked about the impacts that the Sage use would have on the immediate area. Sage again gave information about its proposed operational model, background on the Medical Marijuana Program administered by the Department of Public Health, and details descriptions of proposed operational procedures for patient flow and overall facility operations. The meeting was noticed in the Cambridge Day online version, and an email was sent to all of the neighborhood groups and associations.

Publication of Sage Plans in Cambridge Day

On February 5, 2016, Sage published a long article in the Cambridge Day entitled: *Anticipating Questions About Dispensary, Sage Cannabis Chief Takes Initiative*, where we discussed a variety of topics related to our proposed use. Topics included: an introduction to marijuana as a medicine; an introduction to the Sage organization; information about the dispensary use generally; specific information about our proposed location; issues with the then current medical marijuana zones (MMD-1 and MMD-2) in Cambridge; and an invitation to work with community members to work in

partnership with Sage to help bring a compassionate alternative for those seeking relief from debilitating medical conditions to Cambridge.

Neighborhood Concerns and Issues

Several concerns were raised at a number of meetings with the community. Firstly, people were very interested with how the dispensary would operate. We detailed operational procedures such as (1) all patients must possess a Department of Public Health-issued ID card to gain access to the facility; (2) Sage would maintain a security guard on the premises during business hours; (3) the facility will include a waiting room where patients can wait inside the facility; (4) the entire flow of people through the facility is tightly controlled and monitored; (5) inventory is tracked in a very precise manner so as to prevent any diversion of medicated products; (6) patients are given educational materials about how to administer and store their medicine; (7) minors are never allowed into the facility.

Another concern was traffic. Sage explained that this use does not incur more patrons than would a restaurant, convenience store, or other use that would be acceptable in the zone. In fact, at between 40-100 patients per day, the medical marijuana use will likely see reduced traffic relative to another approved use. We demonstrated that there is ample street parking to accommodate the number of patients we expect to arrive by automobile.

Additionally, we discussed how Sage will aggressively promote transit accessibility, walkability and bikeability for both staff and patients. With the Red Line service available in Central and Harvard squares, both just less than a ten minute walk, along with the many bus routes and services described earlier, emphasis will be placed on using these alternatives instead of driving to the site. Specific mitigation items that Sage intends to implement include:

- Encouraging carpooling and use of ridesharing services (such as Uber, Lyft) for staff. This would be beneficial because it would reduce the demand for staff parking.
- Provision of transit subsidies for MBTA passes for staff to further encourage transit usage.
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- Working with your landlord and neighboring businesses to schedule/manage deliveries to minimize conflicts.
- Promotion of Hubway shared bike accessibility. The nearest facility is about six blocks away at Mass. Ave/Pleasant Street (Post Office/City Hall area)

- Provision of lockers on site for staff (to help address the needs for those who bike)
- Probably most importantly, the Sage web site will promote transit accessibility for patients. Further, Sage's advertising will promote transit accessibility for patients.

Other questions related to operation of the facility, security, efficacy of medicine, patient population, packaging and delivery and the DPH oversight and rules and regulations. These questions were addressed in our descriptions of the DPH program and our operational summaries.

DIMENSIONAL FORM

Project Address: 1001 Massachusetts Avenue

Application Date: May 1, 2016

	Existing	Allowed or Required (max/min) Business B	Proposed	Permitted
Lot Area (sq ft)	23,874	No Minimum	23,874	
Lot Width (ft)	200'	No Minimum	200'	
Total Gross Floor Area (sq ft)	40,316	93,108.6	40,316	
Residential Base	0	71,622 max	0	
Non-Residential Base	40,316	65,653.5 max		
Inclusionary Housing Bonus	n/a	21,486.6	0	
Total Floor Area Ratio	1.68	2.75/3.0	1.68	
Residential Base	0	2.75	0	
Non-Residential Base	1.68	3.0	1.68	
Inclusionary Housing Bonus	0	.30	0	
Total Dwelling Units	0	88	0	
Base Units	0	79.5	0	
Inclusionary Bonus Units	0	8	0	
Base Lot Area / Unit (sq ft)	0	300	0	
Total Lot Area / Unit (sq ft)	0	271	0	
Building Height(s) (ft)	<35'	80'	<35'	
Front Yard Setback (ft)	0	0	0	
Side Yard Setback – Right (ft)	0	0	0	
Side Yard Setback – Left (ft)	5'-15'	0	5'-15'	
Rear Yard Setback (ft)	n/a	0	n/a	
Open Space (% of Lot Area)	0	0	0	
Private Open Space	0	0	0	
Permeable Open Space	0	0	0	
Other Open Space (Specify)	0	0	0	
Off-Street Parking Spaces	0 onsite	See 20.703.6	0 onsite	
Bicycle Parking Spaces	0	See 20.703.6	0	
Loading Bays	0*	See 20.703.6	0	

Use space below and/or attached pages for additional notes:

* Loading zone directly adjacent to the site on Massachusetts avenue. Also driveway in the rear/side of the building that will be used for deliveries. Additionally parking lot at 6 Ellery may be rented for employee parking if necessary.