



222 Beacon St Marblehead
Community Outreach

Aro Cannabis

A bit about us.

Aro Cannabis is a for-profit corporation owned and operated by a Marblehead native. Aro Cannabis is dedicated to providing our clients with affordable options that are high quality and consistent options, as well as education and services to meet all of their needs.

Aro Cannabis will become an active member of the community by making monetary contributions and giving back through social and other community service programs. We strive to be a good neighbor through continued local collaboration.

The team's combined experience includes real estate development, business operations, and marijuana cultivation, dispensing, and processing.



Mark Schuparra

Chief Executive Officer

Mark has over five years of experience owning and operating cannabis related businesses. From 2017-2020, Mark was the CEO of Native Sun Wellness. During this time he was successful in licensing dispensaries and cultivation facilities with the Cannabis Control Commission and local municipalities. By drawing upon his past real estate knowledge and assembling a strong inhouse team Native Sun was able to complete the provisional state licensing process the 2nd fastest of all 2018 applicants in the state of Massachusetts. In 2020 Mark successfully capitalized on the sale of Native Sun.

Prior to launching Native Sun, Mark worked in real estate development and oversaw the construction and sales of Edgewater Gardens, a 122 unit condominium conversion in Western Massachusetts. Additionally, Mark developed Rialto Village, a large mixed use development comprised of 210 apartments, Walgreens, doctor's offices, and national chain tenants. Additionally, Mark was the SVP of Group Boston Real Estate where he managed 30+ agents.

Mark's prior real estate knowledge has created his success in the cannabis industry as he is able to draw from his vast experience of permitting, project management and town approval process.



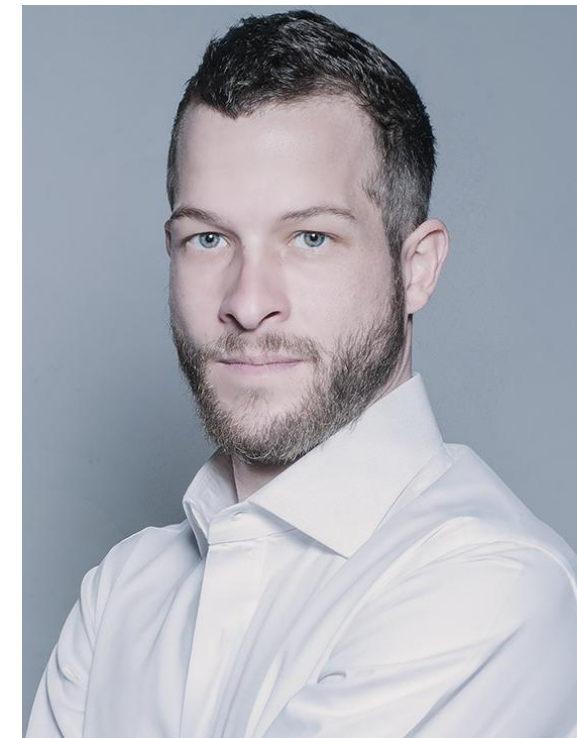
Dan Lawless

Chief Operating Officer

Dan has over 15 years of experience in technology and early-stage business development. Dan has spent the past four years consulting in the cannabis industry and currently owns and operates a successful consulting business that has helped a variety of clients in the industry.

Throughout consulting in the cannabis industry, he has located viable real estate, navigated the town approval process, prepared, submitted and received licensing from the Cannabis Control Commission. Most notably he helped Native Sun Wellness navigate the difficult approval process and receive their provisional license for a medical dispensary second fastest in the Commonwealth of Massachusetts, which is currently operational in the town of Hudson.

Prior to entering the cannabis industry, Dan was involved in Infrastructure operations in the technology industry. He was heavily involved in product development and managed multi-million dollar technology projects. He has an extremely diverse background which allows him to see creative solutions to difficult problems.



Vicente Sederberg LLP

Cannabis Legal Council

Phil Silverman serves as counsel at Vicente Sederberg in the Boston office. Vicente Sederberg is a national cannabis law firm that represents over 500 cannabis companies across the United States, heralded by the Rolling Stone as “the country’s first powerhouse marijuana law firm”.

As a member of the firm’s Land Use & Zoning and Licensing practice groups, he assists clients in developing strategies to create working relationships with municipalities to implement a practical and business-friendly approach to operations. Phil guides clients through real estate development issues affecting the business and the local permitting and licensing processes.

He has developed community outreach programs, impact plans and negotiated host community agreements with over 60 Massachusetts cities and towns.



VICENTE
SEDERBERG
LLP

Proposed Retail Marijuana Establishment

222 Beacon St, Marblehead MA

Aro Cannabis proposes to site a Retail Marijuana Establishment, which will include dispensing of marijuana, at 222 Beacon St.

In accordance with the Marblehead Zoning By-Law, the proposed property is located in the B-1 zoning district, allows retail use by right. In compliance with state law, the proposed retail establishment is not within 500 feet of any K-12 schools.

Aro Cannabis anticipates conducting an interior renovation of the site and modest exterior updates, including tasteful signage for wayfinding purposes.



Marblehead

Marijuana Vote & Licenses

Votes Yes

6,677

Votes No

6,262

Vote Yes %

51.60%

Population

20,554

Available Licenses

1(1 pending approval)



Parking

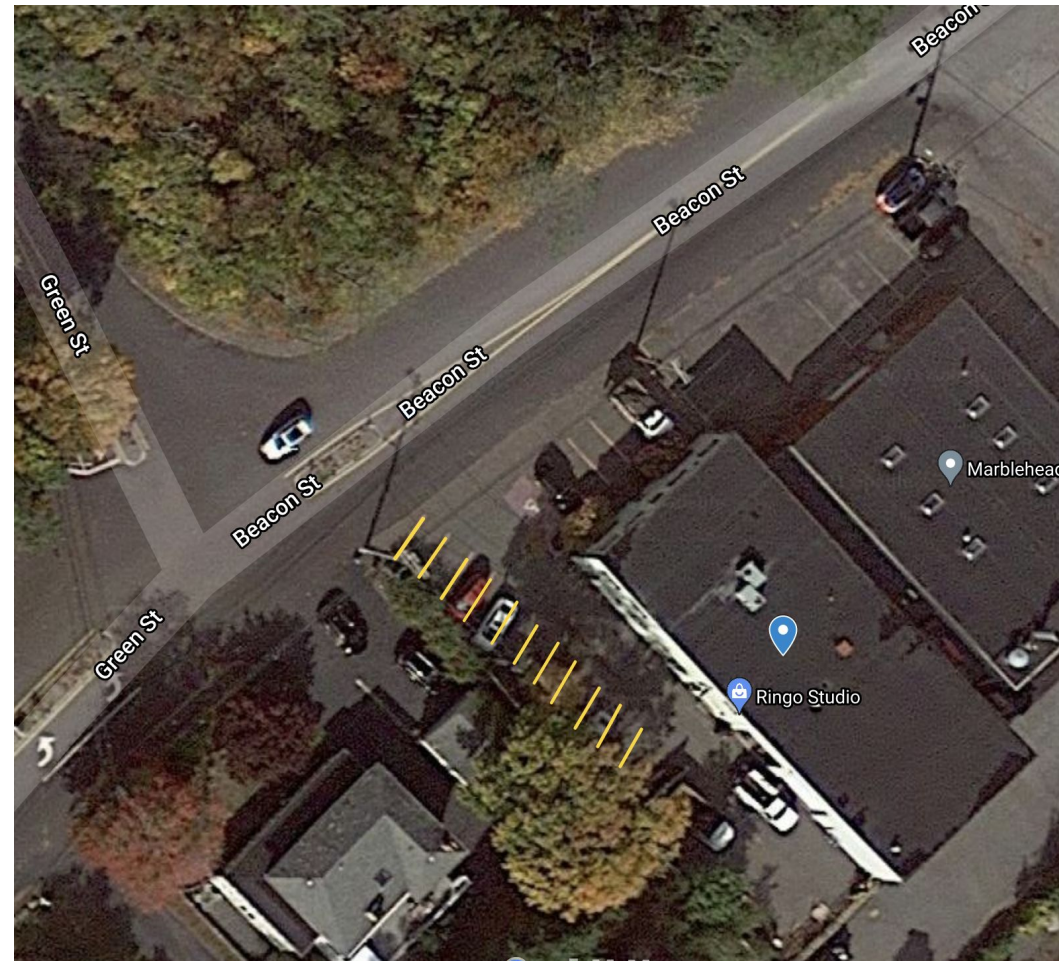
Business is Supported by Ample Parking

Deeded Spots

10

Street Parking

Lots of Available Spots
along Beacon St



Foot Traffic Volume

In-store and Online Pickup

Average Time of Day

7 to 10 customers per hour

Peak Time of Day

10 to 15 customers per hour

Average Spend

\$80 to \$120 per customer

Online Order Parking

7 to 10 minutes

Street Visitor Average Parking

10 to 15 minutes



Security

Monitoring

We 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 customers, employees and the local community.

Our 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 marijuana, entrances, exits, and parking lots will be operational 24/7 and available to the Marblehead Police Department. These surveillance cameras will remain operational even in the event of a power outage.



Security

On-Premises

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 eligible customers, registered agents and other lawful visitors (e.g. contractors, vendors) will be authorized to access to 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 we will maintain a current list of individuals with access.

On-site consumption of marijuana will be prohibited.

We will have security personnel on-site during business hours to monitor the interior and exterior of the premises..



Preventing Diversion

Compliance

Our trained agents will ensure that only customers with verified and valid, government-issued photo ID will be permitted to enter the facility and purchase marijuana.

We will not engage in any marketing, advertising, or branding practices that are targeted to, deemed to appeal to, or portray minors.

We 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 statements that the product is not intended for children or minors.

Our website will require all online visitors to verify their age prior to accessing the website.

We will educate our customers about the consequences of unlawful diversion.



Preventing Nuisance

Compliance

We will provide a 24/7 contact phone number to the interested abutters or nearby residents and the Town.

Absolutely **NO** public consumption is allowed on site or in adjacent areas.

We will attend all local civic meetings to solicit feedbacks and remain aware of neighborhood issues and happenings.

Customers will be required to sign a Community Compact indicating that they understand that the use of our facility is contingent on respect for the surrounding neighborhood.

We will provide robust customer education materials about the safe storage, transport, and use of marijuana and marijuana products.

No marijuana will be disposed of on site, limiting the potential for odor. It will be returned back to its originating marijuana establishment.



Employment Benefits for Marblehead

Jobs and Income

- **JOB**S. Economic benefits to the City of Marblehead through approximately 30 new, local jobs; reliance on local construction, service, and retail vendors; and heightened property tax revenue;
- **MONETARY BENEFITS**. Substantial revenue will be directed back to the City of Marblehead from the signing of a Host Community Agreement and local option taxes;
- **CONTROL**. In addition to the Commission, the Marblehead Police Department and other municipal departments will have oversight over Aro Cannabis security systems and processes.
- **RESPONSIBILITY**. A strong financial partner with access to extensive construction resources, executed by a team of development professionals with an impressive breadth of business ownership experience; and
- **ECONOMIC DEVELOPMENT**. The thoughtful development of an underdeveloped parcel to its highest and best use without negative impacts to abutting parcels.

Economic Benefits for Marblehead

Economic Growth

Aro Cannabis looks forward to working cooperatively with the town of Marblehead (which approved 2012 Ballot Question 3 legalizing medical marijuana with 51.6% of the vote) to ensure that Aro Cannabis operates as a responsible, contributing member of the Marblehead community. Aro Cannabis anticipates establishing a mutually beneficial relationship with Marblehead in exchange for permitting Aro Cannabis to site and operate a RME in Marblehead. Marblehead stands to benefit in various ways.

Tax Revenue and Impact Fee
\$350,000+

Local Job Creation
10 to 15 Local Jobs

Local Job Creation
**Customers will shop at
local businesses**



Host Community Agreement

Requesting Town Approval

Obtaining a Host Community Agreement from Marblehead is the first step in the approval process with the town and just one step in the Application process with the Cannabis Control Commission (“CCC”).

At the CCC level, Aro Cannabis must still:

- Submit a State Application
- Submit Architectural Review and obtain approval
- Build out location and pass several CCC inspections
- Obtain Final License
- Undergo regular inspections by the CCC

At the Marblehead level:

- Host Community Agreement (Board of Selectmen)
- Ongoing coordination and oversight from various municipal departments (Police, Fire, Health, etc.)
- Design Review

Thank you for your time and
consideration.

We look forward to answering any of
your questions.



Mark Schuparra

Chief Executive Officer | Mark@Arocannabis.com