

REVOLUTIONARY CLINICS

Revolutionary Clinics, Inc.
First Somerville Neighborhood Meeting Report
January 5, 2021

Meeting Recording Link:

<https://drive.google.com/file/d/1b2ny0eQSgBuEGlqCRiLW2d13JqXFxlnb/view?usp=sharing>

20 Participants

1.	Austin Street resident asked for a proposed timeline to opening.	Revolutionary Clinics needs to complete the Somerville special permit process, planning board, local licensing commission and urban development planning as well as the CCC application process. Revolutionary Clinics expects to commence operations Summer-Fall 2021.
2.	Best form of contact?	keithc@revclinics.org Info and contact information available on Rev's website.
3.	Somerville resident shared support for the project and Revolutionary Clinic's corporate values and work environment.	

Revolutionary Clinics, Inc.
Second Somerville Neighborhood Meeting Report
March 29, 2021

Meeting Recording Link: <https://publicpolicylaw-my.sharepoint.com/:v:/p/fathmann/EXeJISdKAHtGglg3lgMjG6oB5yB-wbtMLlzYp2BIBDsYLg?e=YxIB4m>

20 Participants

1.	Resident lives on the other side of Broadway from Rev Clinics. Would become a customer once it opens. No questions.	
2.	Councilor McLaughlin: Just asked that they outline next steps for everyone.	Revolutionary Clinics has obtained a provisional license from the CCC. Next steps include the following: <ul style="list-style-type: none">• Architectural Review• Any renovations/construction necessary to prepare the location for retail sales.

		<ul style="list-style-type: none"> • Post Provisional License Inspection. • CCC grants Final License. • Final License Inspection. • Commence Operations Notice.
3.	At the time you applied for a medical marijuana license, you swore at a neighborhood meeting that you would never apply for a recreational license that would be available in the future. You stated it was against your beliefs. What changed?	<p>Much more information is now available in other states that added adult use to their state programs. Bottom line is that all medical cannabis stores need to add adult use sales in order to survive. Medical cards cost \$200 annually and require registration in the State database. Neither one of those requirements apply to adult use, therefore many medical cards are not being renewed. Many stores in other states like Oregon that were unable to add adult-use retail sales went out of business.</p>
4.	I noticed in your presentation that you noted that you donated 3% to the Somerville Health Department. What were the figures in dollar amounts given? What do you see that being once you open adult use?	<p>The 3% is an HCA fee. That amounted to over \$200k in 2020. That fee should increase by 3-5 times when adult use opens. Additionally, the city receives a 3% sales tax on adult use sales. We also donate funds each year to 4-5 non-profits in the city.</p>
5.	How many anticipated customers are you planning on having on weekdays versus weekends?	<p>Estimates are about 300-400 customers per day with Friday and Saturday being the busiest days. We will be starting with appointment only sales which will reduce demand and level and peaks of customers.</p>
6.	When do you see everything opening up?	Summer-Fall 2021

December 22, 2020

Dear Sir or Madam,

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Link: **Zoom** <https://us02web.zoom.us/j/87413427925>

Meeting ID: 874 1342 7925



QR Code: **Zoom**

Phone Number: **Zoom** +16465588656,,87413427925# US (New York)

+13017158592,,87413427925# US (Washington D.C)

The proposed Marijuana Retail Establishment is anticipated to be located at 67 Broadway, Somerville, MA 01245. There will be an opportunity for the public to ask questions.

Please feel free to submit your questions to RevCSomervilleAU@revclinics.org in advance of this meeting.

Smith, Costello & Crawford

Public Policy Law Group.

2020 DEC 22 P 1:49

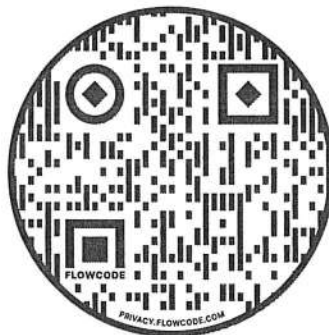
CITY CLERK'S OFFICE
SOMERVILLE, MA
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Affidavit of Mailed Public Notices

I, Jonathan Capano of Smith, Costello and Crawford, hereby certify that all abutters within the 300 ft. radius of Revolutionary Clinic's proposed location at 67 Broadway, Somerville, MA, were sent a public notice regarding the upcoming neighborhood meeting, which is scheduled for January 5, 2021 at 6:00 PM.

Jonathan Capano
[Name]

12/22/20
Date

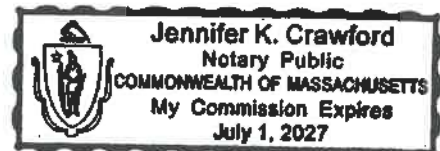
STATE OF Massachusetts

COUNTY OF Suffolk

On this 22nd day of December, 2020, before me, the undersigned notary public, personally appeared Jonathan Capano satisfactory evidence of identification, which was a DRIVERS LICENSE, to be the person whose name is signed on the preceding or attached document and acknowledged to me that he signed it voluntarily for its stated purpose.

Jennifer K. Crawford (official signature and seal of notary)

My commission expires: July 1, 2027



h, Costello
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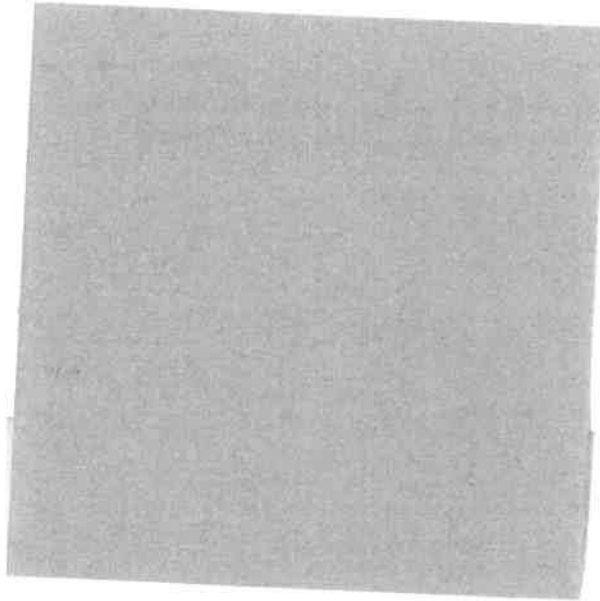
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FIRST-CLASS



US POSTAGE

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RevC Team...Local, Experienced, Diverse

Keith Cooper, Chief Executive Officer
 6-time successful entrepreneur
 President of the CDA representing 80% of MA revenues
 Both sets of grandparents grew up in Somerville
 Parents grew up in Somerville and married while at Somerville High

Jessica Baily, VP all RevC Retail
 22 years managing retail & customer experience including 19 at Sephora

Tom Schneider, Chief Marketing Officer
 35 years as a MA marketing executive in alcohol and now cannabis

Gary Perry – Community Outreach Manager
Devin Hall, VP Compliance

Our retail employees are over 70% minority and female. We pay 20% higher than industry average starting at \$19.35/hour for entry level plus benefits

2

We Are Already Your Neighbors at 67 Broadway: 36 months in operation

- Significant investment in people and the property
- No notable incidents or violations
- Paid over \$250k in Host Community Fees directly to Somerville Dept. of Health and Human Services in 2019
 - Drug treatment, education and interdiction programs
 - We are helping to fight the Opioid Crisis
- We are on track to pay over \$300k HCA in 2020 (just medical)

3

Rev Clinics is changing lives

- Job Creation
 - 275 people employed in MA; 20 in Somerville; 9 Somerville residents
 - New business will create another 20 new high paying jobs in Somerville
- Highest customer service ratings in the Commonwealth
- We help over 10,000 customers deal with stress, pain and other issues without narcotics
- We give automatic discounts to veterans, seniors and hardship clients
- We will remain a medical dispensary when adding adult use

4

67 Broadway Somerville Before



5

67 Broadway Somerville Now



6

Our Interior Design...High End Spa or Apple Store



7

67 Broadway

- Revolutionary Clinics is converting the four-car garage located on the same property into an expanded dispensary and making the 2d floor our Corporate Headquarters with 10 people
- This renovation will not reduce the availability of our existing on-site parking lot
- We have twice as many parking spaces as required for our size
- In order to pro-actively address an increase in customer visits, Rev Clinics will implement an appointment-based system by utilizing the Q-Less scheduling and queue management system until demand is clear



REVCLINICS

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Operations & Community Involvement

Rev Clinics is a very active resident of Somerville.

- Our fees, taxes and donations represent about \$300,000/year to Somerville for medical only
- Every year we Sponsor East Somerville Main Streets with a \$3,000 donation
- 2020 Rev Clinics' Somerville Community Advisory Board selects non-profits that will receive a total of \$10,000
 - East Somerville Main streets
 - The Welcome Project
 - Somerville Homeless Coalition
 - Somerville Community Corp
- We also sponsor East Somerville's "Meals of Fortune" - a program that supports local restaurants during this challenging time of Covid.
- Rev Clinics supports our neighbors
 - Taco Loco on Cinco
 - Rev Access Card (our inner club) features Vinny's and RedBones as partners offering 10% off



L-R: Nick Mian, Resident and RevClinic Community Advisory Board President; Ben Echevarria, Welcome Project; Leylany Tejeda, East Somerville Main Streets; Gary Perry, Rev Clinics Community Outreach Manager; Felicity Beal, Somerville Homeless Coalition; Tom Schneider, Rev Clinics CMO; Daniel LeBlanc, Somerville Community Corp; unknown, Jen Atwood, East Somerville Main Streets

9

Operations & Community Involvement

- Rev Clinics held weekly events educating seniors, Vets, mothers and other groups about how to use medical cannabis safely
 - Now during the pandemic we are conducting an average of 70 virtual educational consultations a week
- We participate in the Somerville Substance Abuse Prevention program with bi-monthly meetings to brainstorm how best to use tax dollars generated by the MMJ businesses in the city to prevent substance abuse
- We recently produced and donated 200 gallons of hand sanitizer to organizations including Somerville-Cambridge Elder Services
- We hold regular clothing drives for the Somerville Homeless
- We meet regularly with East Somerville Main Streets
 - They will use our space/parking lot for events



Rev Clinics PSA Billboard on 93 near Somerville



Disabled Veterans meet at 67 Broadway

REVCLINICS

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Community Outreach

-Addressing the damage to communities disproportionately affected by the war on drugs

"The war on drugs has been a pillar of oppression in black and brown communities like my own since it's inception.

It has not only contributed to over policing, and arrests at disproportionate rates, but the war itself has caused a generational ptsd, no different than a diagnosis common to any other veteran, drug war veterans, and their families alike have suffered.

I aim to use my position here to help create a more well-rounded consciousness, for Rev and the Cannabis industry at large.

-Gary Perry

Community Outreach Manager

Revolutionary Clinics



REVCLINICS

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Adult use: now legal in each city/town which voted in favor

- What will be different at Rev Clinics?
- Same business, just incrementally more customers:
 - Adults 21+ can access the store in addition to medical card holders
 - No difference in products
 - Minimal difference in property appearance; garage renovations
 - No consumption on the property
 - We will have the same 24x7x365 security systems and in place
 - Separate sales stations for medical and adult use
 - Expand POS stations to accommodate increased customer levels
 - Pay more in fees and taxes

12

Traffic Mitigation

- Start with QLess scheduling system
- Full time parking attendant on site at all hours of operation
- Promotion of public transportation to customers
- Bicycle racks and repair kits onsite
- No employees park onsite
 - free transit passes
 - off-site parking

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We take our business and our community relations very seriously

- We are here to listen and make efforts to proactively address concerns
- Feel free to contact us with questions

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Thank you!

Questions or Comments?

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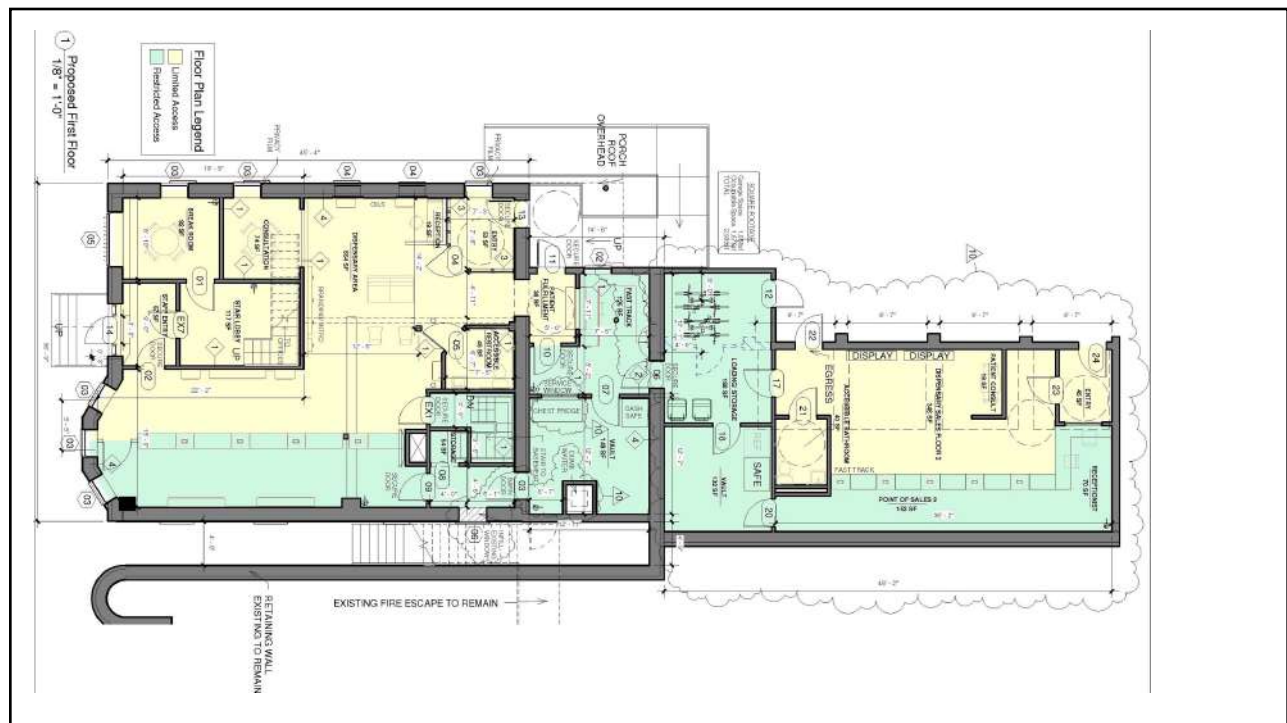
Appendix

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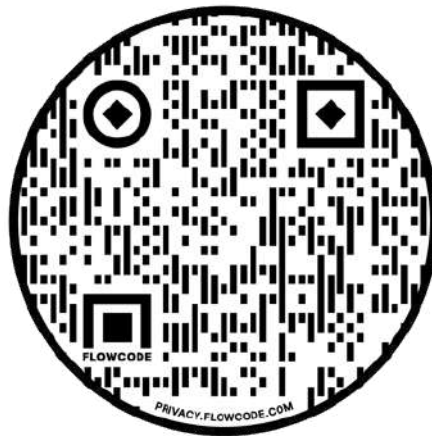
REVOLUTIONARY CLINICS

March 10th, 2020

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QR Code: **Microsoft Teams**

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REVOLUTIONARY CLINICS

2021 MAR 10 P 3:17

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[Signature]
[Name]

3 - 10 - 21
Date

STATE OF Massachusetts

COUNTY OF SUFFOLK

On this 10 day of Mar., 2021, before me, the undersigned notary public, personally appeared Jonathan Capano satisfactory evidence of identification, which was a Personally Known, to be the person whose name is signed on the preceding or attached document and acknowledged to me that he signed it voluntarily for its stated purpose.

[Signature] (official signature and seal of notary)

My commission expires: 8/24/23



ith, Costello
Crawford
Policy Law Group.

3 Street, Suite 1500
4A 02109

FIRST-CLASS



US POSTAGE

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MAR 10 2021

MAILED FROM ZIP CODE 02109



1

Agenda Items


- Revolutionary Clinics brief overview
- Our community involvement and commitments
- Our plans for 67 Broadway, Somerville
- Our architectural and security plans

2

We Are Already Your Neighbors at 67 Broadway: 36 months in operation

- Significant investment in people and the property
- No notable incidents or violations
- Host Community Fees (3% of sales) paid directly to Somerville Dept. of Health and Human Services
 - Drug treatment, education and interdiction programs
 - We are helping to fight the Opioid Crisis
- Job Creation
 - 330 people employed in MA; 32 in Somerville; 9 Somerville residents
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- We will remain a medical dispensary when adding adult use

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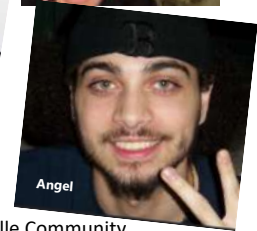
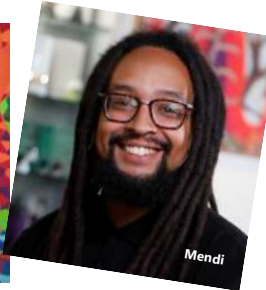
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Our Retail Leadership Team



Somerville Employment Stats

Total Somerville Employees	32
Somerville Residents	9

Company Actions Taken to Positively Effect Somerville Community

Hired HR Leader to drive key initiatives such as Recruitment & DEI (August 2020)

Recruitment Specialist hired to drive internal recruitment processes

Champion community centered recruitment approach

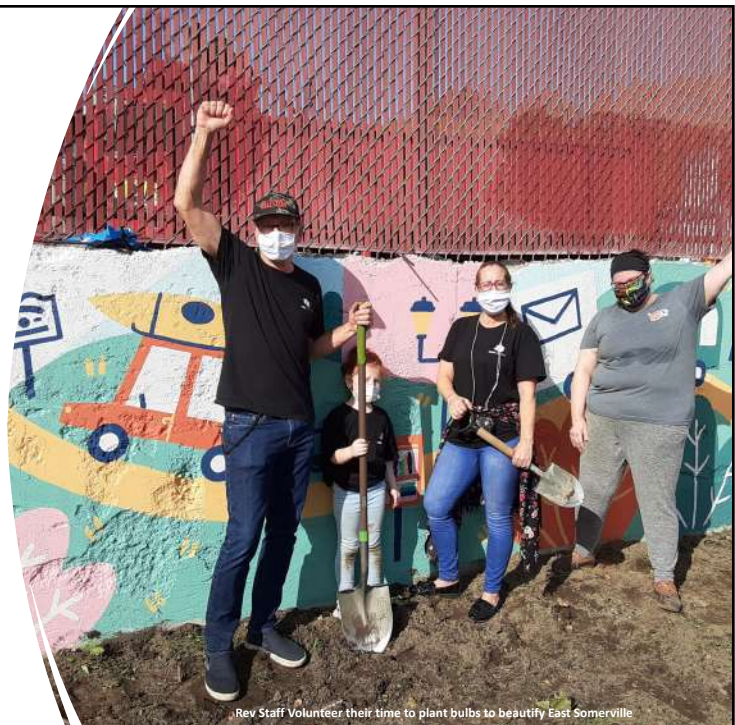
Partnership with our Community Outreach Manager & local communities to identify diverse candidates

5

Community Involvement and Commitments

- Charitable giving
- Volunteering
- Equity Programs
- Local and diverse hiring

REVCLINICS



Rev Staff Volunteer their time to plant bulbs to beautify East Somerville

6

Community Involvement

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- 2020 Rev Clinics' Somerville Community Advisory Board selected non-profits that will receive \$10,000
 - East Somerville Main streets
 - The Welcome Project
 - Somerville Homeless Coalition/Project Soup
 - Somerville Community Corp
- Give-back days. Example, 9/21/2020 – 5% of our sales went to "Somerville Cares Fund"
- Volunteering time to local charity projects
- "Meals of Fortune" - supporting local restaurants during this challenging time of Covid.
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L-R: Jen Atwood, East Somerville Main Streets; Tom Schneider, Rev Clinics CMO; Mike Kerwin, Rev Clinics Somerville GM; Gary Perry, Rev Clinics Community Outreach Manager; Michael Libby, Somerville Homeless Coalition

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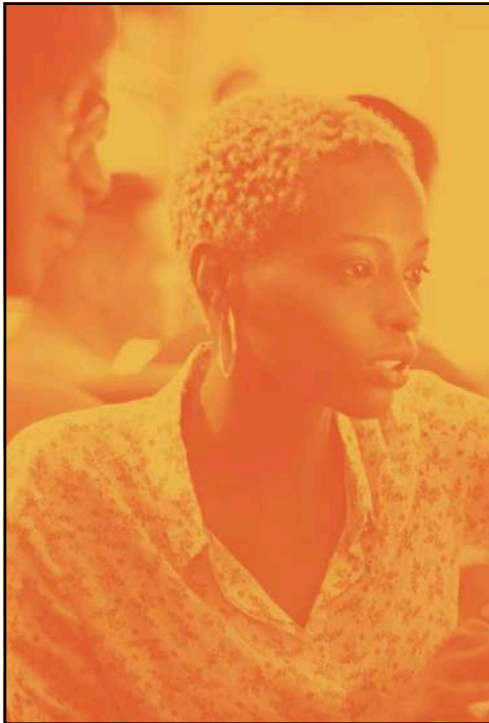
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ASPIRE Achieving Success through Partnerships for Inclusive Retail Entrepreneurs

- Developed to accelerate EE businesses in Massachusetts
- Advice and consultation on POS, sales platforms and compliance software
- Extended terms on wholesale products for a new company to find sure footing in the early stages of operations
- Product display plans for maximizing customer engagement to increase sales and product turnover
- Merchandising assistance via a Rev Clinics merchandiser who will provide tips on best utilizing retail space
- Sales metrics from our own dispensaries to help new businesses understand what their optimal inventory mix should be
- Staff training and mentorship performed on-site by our Training & Development Manager via our "Cannabis 101" program.

9



9

Summary of Qualifications for AU Cannabis

- Successful and compliant medical dispensary in Somerville for over 3 years
- We already serve over 150,000 MA customers/year helping them deal with stress, pain and other issues without narcotics
- We have one of the largest and most efficient cannabis factories in the state already producing quality products sold in 40 MA stores
- We have a coveted supply of products for Somerville AU demand that is already available
- We have exceptional customer reviews and ratings
- We have a diverse workforce and a record of solid community giving
- We have shown we can open and succeed quickly, maximizing Somerville revenues

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**We Care About Our Appearance in the Neighborhood
67 Broadway Somerville**



11

Our Interior Design...High End Spa or Apple Store



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67 Broadway

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Traffic Mitigation

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 - off-site parking

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State-of-the-Art

Security Systems, Policies & Procedures



Cameras



Alarm Requirements



Limited Access



Cash Handling

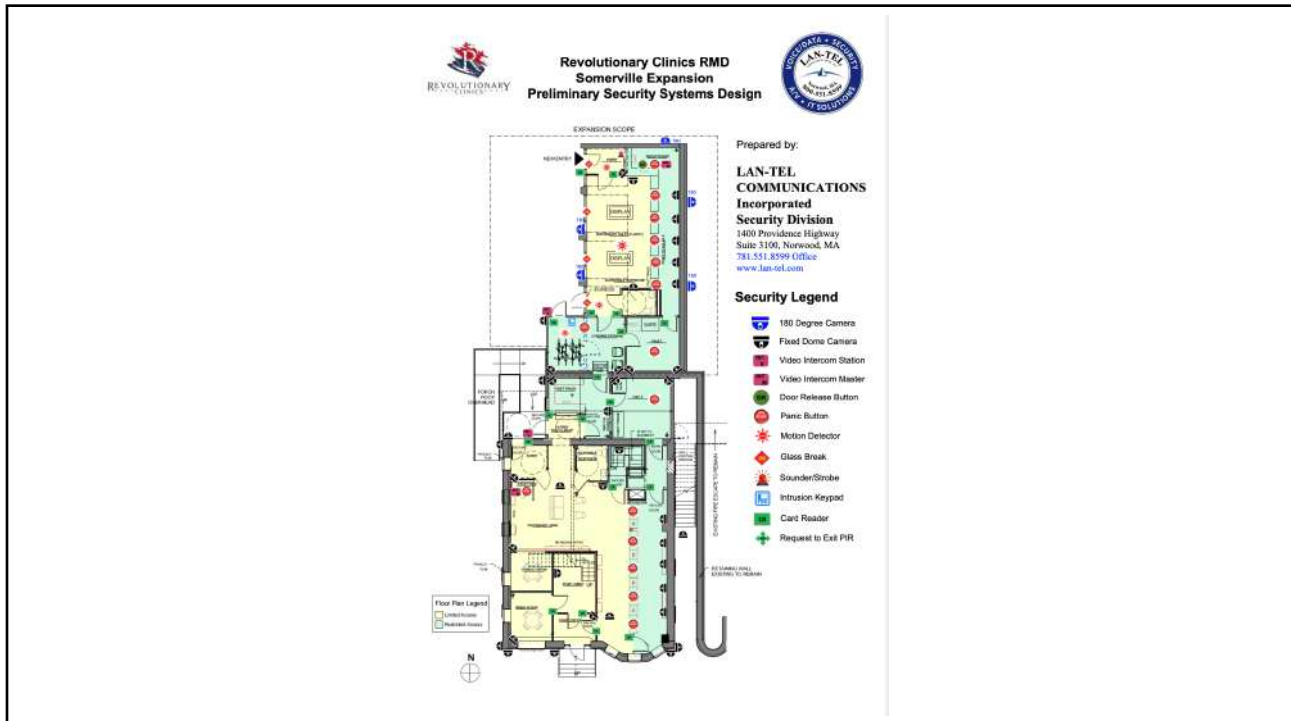


Inventory Security

*Community Outreach
Delivery Oversight
Parking Control
Concierge Services*

On-site Security

16

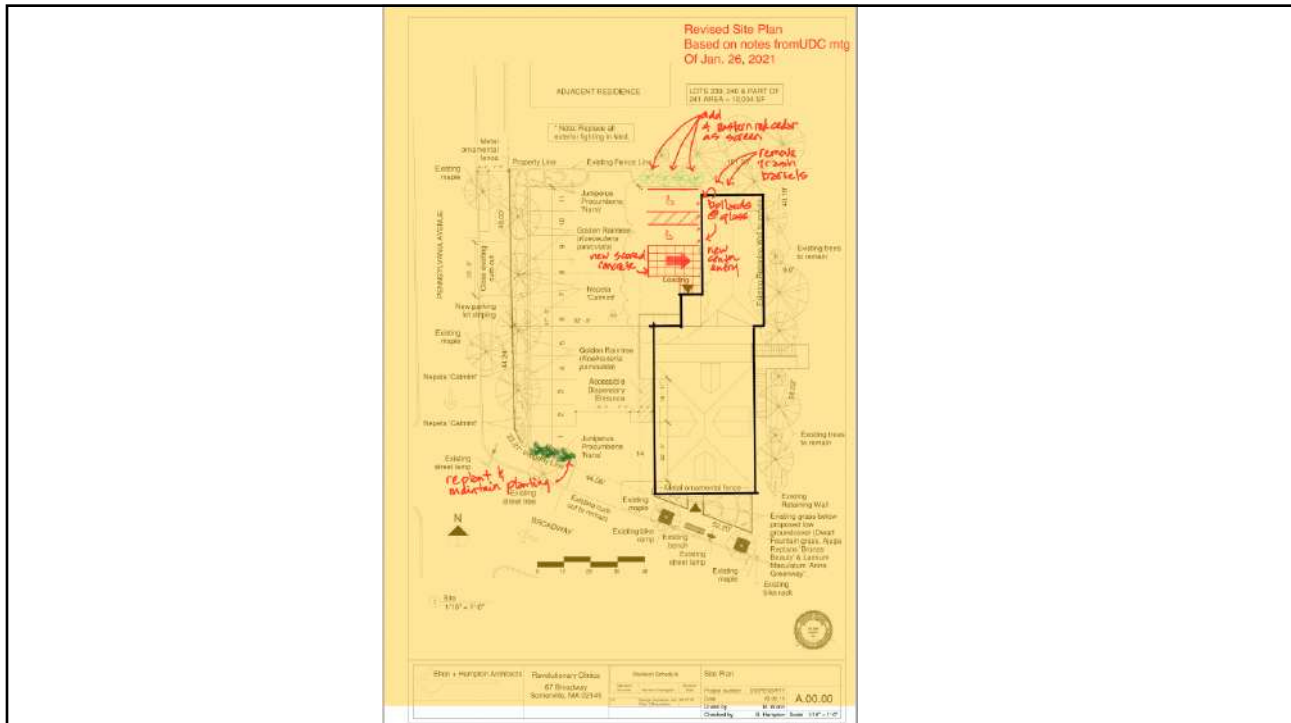


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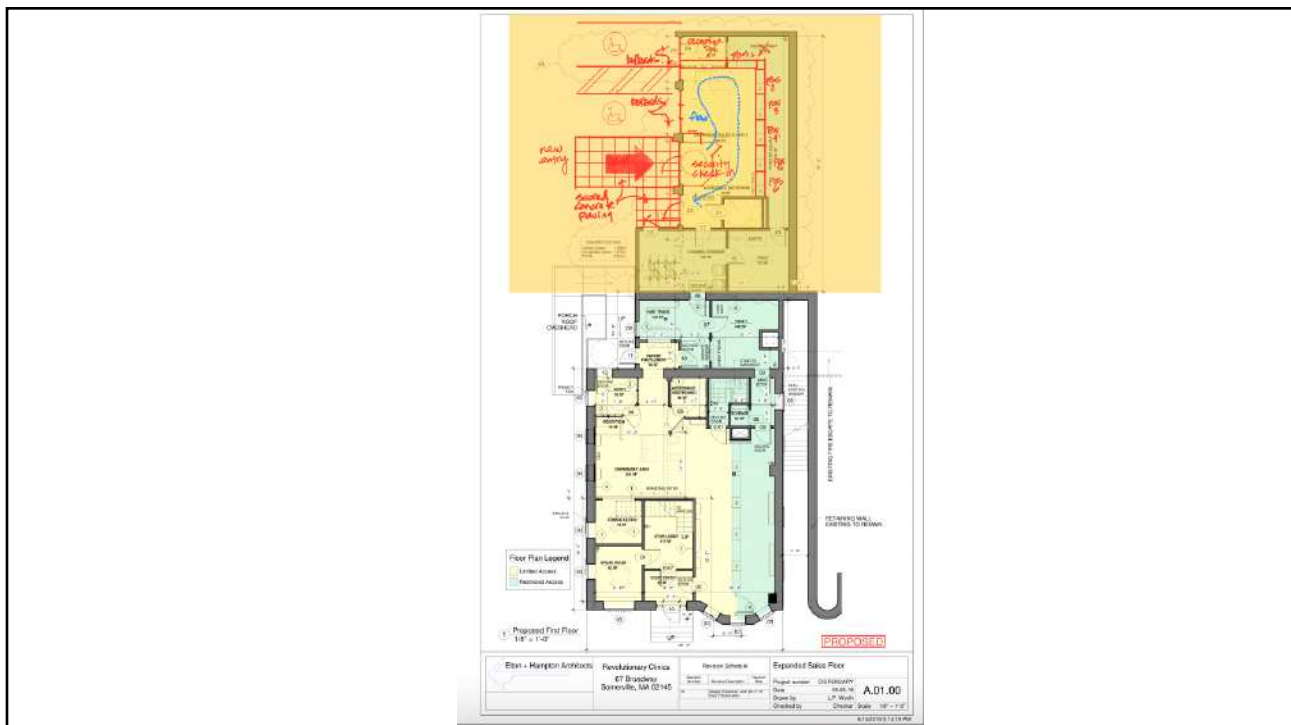


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