



How to Enter the Cannabis Industry in Massachusetts

Coastal Cultivars



Primary License Types

- Cultivation
 - Indoor
 - Outdoor
 - Limitations
 - Who you can sell to
 - Energy compliance
 - Fertilizers and Pesticides
- Retail
- Manufacturing

Tier	Canopy Size Allowed
1	up to 5,000 square feet
2	5,001 to 10,000 sq. ft.
3	10,001 to 20,000 sq. ft.
4	20,001 to 30,000 sq. ft.
5	30,001 to 40,000 sq. ft.
6	40,001 to 50,000 sq. ft.
7	50,001 to 60,000 sq. ft.
8	60,001 to 70,000 sq. ft.
9	70,001 to 80,000 sq. ft.
10	80,001 to 90,000 sq. ft.
11	90,001 to 100,000 sq. ft.

Financing

- How banks view cannabis
- Lending options
- Disclosure to the CCC
- Bringing on additional partners with capital
 - CCC requires adding them to the license if they have control or 10% ownership
 - Added challenges



Compliance Requirements

- Compliance is ongoing
 - Writing SOP's
 - Metrics
 - Regular compliance checks
- 935 CMR 500
 - Download this and reread as needed
 - All questions are answered here



Staffing and HR

- Staffing challenges
 - Diversity Plan
 - Your staffing plan will need to execute your diversity plan
 - Plan for Positive Impact
 - If your Plan for Positive Impact has hiring requirements, ensure your staffing and HR plan accommodate this
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Expectations & Foresight

- Expect the unexpected (Hurricanes)
- Year 1 will be challenging
- Learning curve with Metrc
- Learning curve with compliance



Questions?



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