



Department of Public Health
Medical Use of Marijuana Program
RMD Applications
99 Chauncy Street, 11th Floor
Boston, MA 02111

January 26, 2018

Dear Mr. Sheehan

Please see our response to the Request for Information dated January 24, 2018

1. *In regards to the applicant's response to Section E, please clarify how the "Projected Start Date for the First Full Fiscal Year" (July 1, 2019), begins a year after the "Projected date the RMD plans to open" (July 1, 2018).*

Green Life Dispensary Response: We apologize for the confusion as we used our fiscal year date of 07/01/09 which equates to calendar year 2018. These dates are one and the same. We have amended Section E to reflect the actual calendar dates.

Regards,

A handwritten signature in black ink, appearing to read "Leakhena Som".

Leakhena Som
Green Life Dispensary, Inc.
Leakhenkasom@gmail.com
413-977-8757

SECTION E: THREE-YEAR BUSINESS PLAN BUDGET PROJECTIONS

Provide the three-year business plan for the RMD, including revenues and expenses.

Projected Start Date for the First Full Fiscal Year: 07/01/2018

Fiscal Year	FIRST FULL FISCAL YEAR PROJECTIONS 2019	SECOND FULL FISCAL YEAR PROJECTIONS 2020	THIRD FULL FISCAL YEAR PROJECTIONS 2021
Projected Revenue	\$ 1,377,500.00	\$ 1,583,400.00	\$ 1,896,800.00
Projected Expenses	\$ 2,140,000.00	\$ 1,865,000.00	\$ 1,600,000.00
VARIANCE:	\$ 762,500.00	\$ 281,600.00	\$ 296,800.00
Number of unique patients for the year	650	813	976
Number of patient visits for the year	15,600	19,512	23,424
Projected % of patient growth rate annually	---	25.0	20.0
Estimated purchased ounces per visit	0.25	0.25	0.25
Estimated cost per ounce	\$ 325.00	\$ 300.00	\$ 300.00
Total FTEs in staffing	40	50	55
Total marijuana for medical use inventory for the year (in lbs.)	265	350	410
Total marijuana for medical use sold for the year (in lbs)	244	305	366
Total marijuana for medical use left for roll over (in lbs.)	21	45	44

Projected date the RMD plans to open: 07/01/2018

Information on this page has been reviewed by the applicant, and where provided by the applicant, is accurate and complete, as indicated by the initials of the authorized signatory here: kk