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Life Essence, Inc. – Siting Profile 1 of 3

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December 3, 2018

Via Hand Delivery and E-mail

Elizabeth Chen, PhD, MBA, MPH
Assistant Commissioner
Department of Public Health
Medical Use of Marijuana Program
ATTN: RMD Applications
99 Chauncy Street, 11th Floor
Boston, MA 02111

RECEIVED

DEC 03 2018

MA Dept. of Public Health
99 Chauncy Street
Boston, MA 02111

Re: Response to Request for Information
Life Essence, Inc. – Siting Profile 1 of 3

Dear Dr. Chen:

On behalf of RMD applicant, Life Essence, Inc., please find below responses to the Department's Request for Information dated November 30, 2018 regarding the above-referenced Siting Profile (# 1 of 3).

1. The applicant has not fully responded to item #4 in the November 13, 2018 Request for Information from the Department. Specifically, the letter stated, "Also, the tables in Section B of Siting Profiles 2 and 3, the applicant states that the Holyoke Site will include "continuous properties identified in LOI"...Explain why the "contiguous properties identified in the LOI" are not included in the Holyoke site as identified in Siting Profile 1..." Please provide this information.

RESPONSE: The Table in Section B of Siting Profile # 1 of 3 should have stated that the Holyoke Site will include the "contiguous properties identified in LOI" just like the Tables in Section B did for Siting Profiles # 2 and # 3. A corrected Table B for Siting Profile # 1 is attached as **Exhibit 1**.

The Holyoke site is the same for all Siting Profiles, and is described in the Purchase and Sale Agreement and shown on the site plan submitted to the Department with Life Essence, Inc.'s

ATTORNEYS AT LAW

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B4915091.1
B4918209.1

Response to Request for Information dated November 21, 2018. As a reminder, under the Purchase and Sale Agreement (and the now-superseded Offer to Purchase/LOI) Life Essence, Inc. will buy three (3) distinct Assessor's Parcels: Parcel ID No 041-01-011 (56 Canal Street); Parcel ID No. 041-01-009 (7 North Bridge Street); Parcel ID No. 041-01-016 (along North Bridge Street).

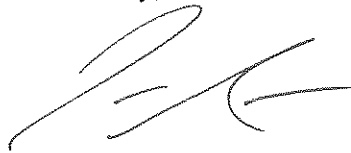
2. The applicant has resubmitted its response to Section D, but information regarding its Northampton site is now missing. Please resubmit a complete response to Section D that includes the required information for each proposed site.

RESPONSE: Life Essence's response to Section D is re-submitted as **Exhibit 2**.

3. The applicant has resubmitted its response to Section E, but a few rows of information are missing. Please resubmit Section E in full, with all required information included..

RESPONSE: Life Essence's response to Section E is re-submitted as **Exhibit 3**. Please allow **Exhibit 3** to replace prior versions of Section E for Siting Profile # 2 of 3.

Sincerely,

A handwritten signature in black ink, appearing to be 'Jesse H. Alderman', written in a cursive style.

Jesse H. Alderman

cc: Jeffrey Greenberg, Esq.

Exhibit 1

SECTION B: PROPOSED LOCATION(S)

Provide the physical address of the proposed dispensary site and the physical address of the additional location, if any, where marijuana for medical use will be cultivated or processed.

Attach supporting documents as evidence of interest in the property, by location. Interest may be demonstrated by (a) a clear legal title to the proposed site; (b) an option to purchase the proposed site; (c) a lease; (d) a legally enforceable agreement to give such title under (a) or (b), or such lease under (c), in the event that Department determines that the applicant qualifies for registration as a RMD; or (e) evidence of binding permission to use the premises.

	Location	Full Address	County
1	Dispensing	216 North King Street, Northampton, MA 01060	Hampshire
2	Cultivation	56 Canal Street, Holyoke, MA 01040 (and contiguous parcels identified in LOI)	Hampden
3	Processing	56 Canal Street, Holyoke, MA 01040 (and contiguous parcels identified in LOI)	Hampden

☐ Check here if the applicant would consider a location other than the county or physical address provided within this application.

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: JG

Exhibit 2

SECTION D: LOCAL COMPLIANCE

Describe how the applicant has ensured, and will continue to ensure, that the proposed RMD is in compliance with local codes, ordinances, and bylaws for the physical address(es) of the RMD.

Northampton: The dispensing location, 216 North King Street, is in the Highway Business District in the City of Northampton. Medical marijuana dispensing is an Allowed Use within the Highway Business District. Northampton Zoning Code §350-11.1. Per Zoning Code §350-8.1, the dispensing location is required to provide 15 parking spots for its 3000 square feet of gross floor area. The dispensing location will provide more than 15 parking spots. Also, Zoning Code §350-11.6 (F)(4) requires that the dispensing location shall be not be located within 200 feet of any school; the nearest school is more than 2,000 feet away.

Holyoke: Co-located dispensing, cultivation, and product manufacturing operations are proposed for the Holyoke location. The proposed location is in the General Industry (IG) zoning district. All of the proposed uses are allowed by special permit in the IG district pursuant to Zoning Ordinance 7.10.4. Life Essence will comply with all operational, physical, dimensional and other requirements in Zoning Ordinance 7.10.5-7 and any other local laws, and will apply for the required special permit.

Life Essence will apply for all other required permits and approvals, and engage local officials and stakeholders.

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Exhibit 3

SECTION E: THREE-YEAR BUSINESS PLAN BUDGET PROJECTIONS

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

Projected Start Date for the First Full Fiscal Year: 1/1/19

Fiscal Year	FIRST FULL FISCAL YEAR PROJECTIONS 2019	SECOND FULL FISCAL YEAR PROJECTIONS 2020	THIRD FULL FISCAL YEAR PROJECTIONS 2021
Projected Revenue	\$ 322,000.00	\$ 582,062.50	\$ 842,125.00
Projected Expenses	\$ 7,395,747.00	\$ 7,749,480.60	\$ 7,777,309.50
VARIANCE:	\$ 926,253.00	\$ 832,581.90	\$ 1,064,815.50
Number of unique patients for the year	1380	2070	2990
Number of patient visits for the year	58,400	70,080	87,600
Projected % of patient growth rate annually	—	20%	25%
Estimated purchased ounces per visit	0.40	0.40	0.40
Estimated cost per ounce	\$360.00	\$350.00	\$340
Total FTEs in staffing	26	32	40
Total marijuana for medical use inventory for the year (in lbs.)	652	980	1412
Total marijuana for medical use sold for the year (in lbs)	600	882	1271
Total marijuana for medical use left for roll over (in lbs.)	52	98	141

Projected date the RMD plans to open: 4/1/19

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