CANNABIS FACILITY CRASH COURSE

An introduction to cannabis construction
OVERVIEW

- Seminar Goals
- Presenter Intro
- Facility & License Types
- FAQs
- Q & A
GOALS

Understand the different types of cannabis facilities and their basic operations

Understand what types of products are created in each type of cannabis facility

Understand some of the common misconceptions about cannabis facilities
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CANNABIS FACILITY & LICENSE TYPES

- CULTIVATION FACILITY
- MANUFACTURING & EXTRACTION
- DISPENSARY
- TESTING & RESEARCH
- TRANSIT & DELIVERY

- MTC
- MARIJUANA TREATMENT CENTER
- CRAFT MARIJUANA COOPERATIVE
- MARIJUANA RETAILER
- MARIJUANA PRODUCT MANUFACTURER
- MARIJUANA CULTIVATOR
- MARIJUANA RESEARCH FACILITY
- INDEPENDENT TESTING LAB (ITL)
- MARIJUANA DELIVERY OPERATOR
MEDICAL MARIJUANA TREATMENT CENTER (MTC)

• Vertically integrated license that allows for the cultivation, manufacturing, and sale of medical marijuana by a single company.

• All processes involved from seed to sale are allowed under this license type, including:
  • Cultivation & processing
  • Extraction
  • Manufacturing (MIPS)
  • Wholesale (buying and selling)
  • Packaging & labeling
  • Transit
  • Delivery
  • Dispensary sales

• All products must be tested by an independent lab for quality, contaminants, potency prior to sale
• May also wholesale to research facilities

CULTIVATION FACILITY
  • Cultivation
  • Flower processing
  • Extraction
  • Manufacturing of MIPS
  • Packaging & labeling
  • Shipping & receiving

TESTING LAB
  • MTC dispensary sales to patients
  • ME dispensary sales to consumers over 21
  • Wholesale to dispensaries & manufacturing companies
  • Delivery to patients

SALES
CRAFT MARIJUANA COOPERATIVE

• THIS LICENSE ALLOWS A NUMBER OF INDIVIDUAL GROWERS & MANUFACTURERS TO OPERATE AS A COOP.

• CULTIVATION UP TO 100,000 SF OF CANOPY IS ALLOWED ON MULTIPLE SITES.

• MANUFACTURING IS ALLOWED IN UP TO 3 LOCATIONS.

• MUST OPERATE ACCORDING TO THE PRINCIPLES OF THE INTERNATIONAL COOPERATIVE ALLIANCE.

• CULTIVATION
• FLOWER PROCESSING
• EXTRACTION
• MANUFACTURING OF MIPS
• PACKAGING & LABELING
• SHIPPING & RECEIVING

• ALL PRODUCTS MUST BE TESTED BY AN INDEPENDENT LAB FOR QUALITY, CONTAMINANTS, POTENCY PRIOR TO SALE
• MAY ALSO WHOLESALE TO RESEARCH FACILITIES

• WHOLESALE TO ME
MARIJUANA RETAILER

- This license is for operating an adult use/recreational dispensary.
- This is a retail store where consumers over 21 are able to purchase cannabis products using only a valid ID.
- Customer information cannot be stored for tracking purposes.
- No consumption is allowed on site unless they also have a social consumption establishment license.

• Cultivation
• Flower processing
• Extraction
• Manufacturing of MIPS
• Packaging & labeling
• Shipping & receiving

• Wholesale purchase of products from marijuana cultivators & MTC
• Sale of product for adult use only, non-medical
• Product must be transported by a ME, MTC, or transporter license to the retail store.
MARIJUANA PRODUCT MANUFACTURER

- This license allows for raw cannabis plant material to be transformed into other types of products via extraction and processing.
- License holders can obtain plant material via wholesale from cultivators or through an affiliated cultivation license.
- Extraction occurs through solvent-free or solvent-based processes utilizing special extraction equipment.
- Manufacturing facilities often have commercial kitchens and special processing labs for the creation of MIPS.

- All products must be tested by an independent lab for quality, contaminants, potency prior to sale.
- May also wholesale to research facilities.

- Wholesales to MEs

[Diagram showing the flow of processes:
- Cultivation
- Flower processing
- Extraction
- Manufacturing of MIPS
- Packaging & labeling
- Shipping & receiving
- Testing lab
- ME]
MARIJUANA CULTIVATOR

- THIS LICENSE ALLOWS FOR THE CULTIVATION AND PROCESSING OF CANNABIS PLANTS, AND THE PACKAGING AND LABELING OF CANNABIS FLOWER FOR WHOLESALE TO DISPENSARIES AND MANUFACTURERS
- CULTIVATION LICENSES ARE DIVIDED INTO ELEVEN TIERS WHICH ESTABLISH HOW MUCH "CANOPY" AN OPERATOR CAN GROW IN THEIR FACILITY
- CULTIVATION IS MOST OFTEN 100% INDOORS IN THE NORTHEAST, THOUGH CAN ALSO OCCUR IN GREENHOUSES OR OUTDOORS

CULTIVATION FACILITY

- CULTIVATION
- FLOWER PROCESSING
- EXTRACTION
- MANUFACTURING OF MIPS
- PACKAGING & LABELING
- SHIPPING & RECEIVING

TESTING LAB

- ALL PRODUCTS MUST BE TESTED BY AN INDEPENDENT LAB FOR QUALITY, CONTAMINANTS, POTENCY PRIOR TO SALE
- MAY ALSO WHOLESALE TO RESEARCH FACILITIES

ME

- WHOLESALE TO Mes
MARIJUANA RESEARCH FACILITY (MRF)

• THIS LICENSE IS USED FOR CONDUCTING RESEARCH ON MARIJUANA AND MARIJUANA PRODUCTS.
• MOST OFTEN OBTAINED BY ACADEMIC INSTITUTIONS, NON-PROFIT INSTITUTIONS, AND CORPORATIONS
• THE SOLE PURPOSE OF THESE FACILITIES IS RESEARCH – CANNABIS CAN BE GROWN, PURCHASED, AND PROCESSED BUT NEVER SOLD TO OTHER FACILITIES OR CUSTOMERS
• MRFs ARE NOT REQUIRED TO GROW OR MANUFACTURER
• CCC ISSUED RESERCH PERMITS ARE REQUIRED FOR EACH INDIVIDUAL RESEARCH PROJECT

CULTIVATION FACILITY
• CULTIVATION
• FLOWER PROCESSING
• EXTRACTION
• MANUFACTURING OF MIPS
• TESTING & RESEARCH

TESTING LAB
• NO INDEPENDENT TESTING REQUIRED

ME
• NO SALES ALLOWED
INDEPENDENT TESTING LABORATORY (ITL)

- This license is only available to companies and individuals who do not hold any other license type and are financially independent of any licensed MTC or ME.
- All products available for sale to patients or consumers must be tested prior to final labeling and stocking in a dispensary.
- Labs process small amounts of cannabis and MIPs to test for quality, presence of contaminants, potency, and other compliance items outlined by the CCC.
- Labs are not authorized to buy or sell any products.

- All products must be tested by an independent lab for quality, contaminants, potency prior to sale.
- May also wholesale to research facilities.

CULTIVATION FACILITY

- Cultivation
- Flower processing
- Extraction
- Manufacturing of MIPs
- Testing & research

TESTING LAB

- No sales allowed.

ME
MARIJUANA TRANSPORTER

- THE TRANSPORTER LICENSE ALLOWS FOR THE POSESSION AND MOVEMENT OF MARIJUANA BETWEEN CULTIVATION & MANUFACTURING FACILITIES AND DISPENSARIES
- TRANSPORTERS CAN BE INDEPENDENT OR AFFILIATED WITH OTHER LICENSE TYPES. THIS ALLOWS FOR MTCs AND MEs WITH THEIR OWN DISPENSARIES TO TRANSPORT THEIR OWN PRODUCTS
- TRANSPORTERS CANNOT SELL MARIJUANA TO ANYONE OR WAREHOUSE PRODUCT FOR SALES

CULTIVATION FACILITY
- CULTIVATION
- FLOWER PROCESSING
- EXTRACTION
- MANUFACTURING OF MIPS
- TESTING & RESEARCH

TESTING LAB
- MAY TRANSPORT PRODUCTS FROM CULTIVATION TO TESTING LABS

ME
- NO SALES ALLOWED
DELIVERY & COURIER

• MARIJUANA COURIER
  • THIS LICENSE ALLOWS FOR THE DELIVERY OF MARIJUANA DIRECTLY TO CONSUMERS OR PATIENTS AT HOME
  • LICENSE HOLDER MUST HAVE AN AGREEMENT WITH THE MTC OR ME FROM WHICH THE PRODUCT ORIGINATES
  • COURIERS ARE NOT ALLOWED TO MAKE SALES, ONLY FULLFILL ORDERS FROM MTCs OR Mes
  • THIS DELIVERY METHOD IS SIMILAR TO DOOR DASH OR GRUB HUB IN THAT THE DRIVERS PICK UP FROM THE DISPENSARY AND DELIVER TO CUSTOMERS

• MARIJUANA DELIVERY OPERATOR
  • THIS LICENSE ALLOWS FOR THE PURCHASE, STORAGE, AND DELIVERY OF CANNABIS PRODUCTS DIRECTLY TO CONSUMERS
  • OPERATOR IS ALLOWED TO WHOLESALE AND STORE PRODUCT IN THEIR OWN WAREHOUSES FOR DELIVERY UPON RECEIPT OF ORDERS
  • THIS IS THE “AMAZON” STYLE OF DELIVERY WHERE MULTIPLE VENDORS OR BRANDS ARE HELD IN STOCK FOR DELIVERY DIRECTLY FROM THE OPERATOR WAREHOUSE
Dispensaries can be located nearly anywhere – standalone buildings, strip malls, industrial parks, commercial corridors, etc.

WHAT IS A DISPENSARY?

SEED ME & CANNABIS MUSEUM
PHOTO BY BOSTON GLOBE
COMMERCIAL CORRIDOR TENANT FITOUT

NETA MTC & ME
BROOKLINE, MA
PHOTO BY NETACARE.ORG
ADAPTIVE REUSE OF HISTORIC BANK

NATURE’S REMEDY ME
TYNGSBOROUGH, MA
NEW CONSTRUCTION STANDALONE

RISE CANNABIS ME
DRACUT, MA
ADAPTIVE REUSE OF FORMER MILL BUILDING
THE BAKERY APPROACH

TOP RIGHT:
PARTIOT CARE ME & MTC IN GREENFIELD, MA
PHOTO FROM DISPENSARY GENIE

BOTTOM RIGHT:
THE GREEN JOINT DISPENSARY IN RIFLE, CO
PHOTO FROM THEGREENJOINT.COM
THE CAFE APPROACH

TOP RIGHT:
GREENSTAR HERBALS IN DRACUT, MA
PHOTO FROM NEREJ MAGAZINE ONLINE

BOTTOM RIGHT:
SIRA NATURALS DISPENSARY IN SOMERVILLE, MA
PHOTO FROM SIRA NATURALS WEBSITE
THE PHARMACY APPROACH

TOP RIGHT: REVOLUTIONARY CLINICS IN SOMERVILLE, MA
PHOTO FROM LEAFLY

BOTTOM RIGHT: SOCIETY CANNABIS IN CLINTON, MA
PHOTO FROM SOCIETY CANNABIS WEBSITE
The 5th Avenue Approach

Customer enters through vestibule & has ID checked before entering sales area.

Customer places order at tablet or desk on sales floor.

Customer picks up order from transaction window when alerted that their order is ready.

Budtenders patrol the sales floor offering consultation & ordering assistance to customers.

Inventory staff in fulfillment room assemble and package order, then complete transaction at pickup window.

Customer leaves through separate exit for better security & customer flow.
“‘When the regulations were first put in place and we were negotiating host community agreements, I don’t think anyone knew what the potential impacts would be,’” Northampton mayor David Narkevicz told the Globe. “But now, given more experience, we understand that in most respects these businesses operate like any other business . . .”

- MJBIZDAILY INTERVIEW 2021
WHAT IS A CULTIVATION FACILITY?

• Cultivation facilities are needed for both medical and recreational cannabis.

• Cultivation facilities are generally where all cannabis flower is grown and processed. These facilities can be completely indoor, hybrid indoor & greenhouses, or hybrid indoor & outdoor.

• In the northeast, most cultivation facilities are entirely indoors due to climate conditions and the specific needs for growing cannabis plants.

• Cultivation facilities are frequently built out in phases. This is for speed to market and to start making money to pay for construction in later phases.

• Every grower has a different method, so each cultivation facility is different operationally.

 Cultivation facilities are usually located in industrial zones, agricultural land, or repurposed commercial/industrial buildings.
WHAT IS A CULTIVATION FACILITY?

LEFT: CULTIVATION FACILITY OVERALL FLOOR PLAN
TOP: CANNABIS FLOWER
BOTTOM: PRE-ROLLS
PHOTOS VIA WEEDMAPS
CULTIVATION PROCESS

MOTHER PLANTS
PHOTO BY HIGH TIMES

CLONE PLANTS
PHOTO BY BOSTON GLOBE

VEG PLANTS
PHOTO BY BOSTON GLOBE

FLOWER PLANTS
PHOTO BY BOSTON GLOBE

DRY ROOM
PHOTO BY NORWICH UNIVERSITY

TRIM ROOM
PHOTO BY BOSTON GLOBE
CULTIVATION FURNITURE, FIXTURES, AND EQUIPMENT

TOP LEFT: AIR HANDLER / PACKAGE UNIT INSTALLED AT COLLEGE
PHOTO BY ODELL ASSOCIATES

TOP CENTER:
CHILLER INSTALLED AT HOTEL
PHOTO BY DAIKIN

TOP RIGHT:
CO2 TANK INSTALLED AT CULTIVATION FACILITY
PHOTO BY CAC

BOTTOM:
GENERATORS INSTALLED AT HOSPITAL
PHOTO BY CS DIESEL GENERATORS
CULTIVATION FURNITURE, FIXTURES, AND EQUIPMENT

LEFT:
MOVABLE VERTICAL GROW RACKING
PHOTO BY SPACE SAVER

TOP CENTER:
FERTIGATION SYSTEM & WATER TANKS
PHOTO BY RHYTHM CSS

BOTTOM CENTER:
GREEN WORK LIGHTS
PHOTO BY CAC
EXTRACTION

TOP LEFT:
EXTRACTION LAB / ROTOVAP
PHOTO BY AROMA LABS

BOTTOM LEFT:
FULL SPECTRUM EXTRACT
PHOTO BY LEAFLY

TOP RIGHT:
EXTRACTS
PHOTO BY KEYTOCANNABIS.COM

BOTTOM CENTER:
VAPE CARTRIDGES
PHOTO BY CANNABIS BUSINESS TIMES

BOTTOM LEFT:
FULL SPECTRUM EXTRACT
PHOTO BY LEAFLY

TOP RIGHT:
EXTRACTS
PHOTO BY KEYTOCANNABIS.COM
MANUFACTURING

TOP ROW: MINTS, TINCTURE, HONEY, OLIVE OIL / COOKING OIL

MIDDLE ROW: TEA, BEER, CHOCOLATE, TOPICAL (BALMS & LOTIONS)

BOTTOM ROW: DRINKS, GUMMIES, COFFEE PODS, CHEWING GUM
WHAT OTHER TYPES OF FACILITIES ARE FACTORY F-1 USE?
THANK YOU!

ANY QUESTIONS?