



Michael Dundas
Chief Executive Officer
Sage Cannabis, Inc.
13 Commercial Way
Milford, MA 01757

Ms. Kate Fitzpatrick
Town Manager
Needham Town Hall
1471 Highland Avenue
Needham, MA 02492

May 5, 2016

Dear Ms. Fitzpatrick:

I am writing in response to your memorandum to the Board of Selectmen dated April 20, 2016, regarding the staff meeting with prospective registered marijuana dispensary applicants. I would first like to take this opportunity to express our appreciation to you, the staff, and the Board for conducting a thorough and comprehensive evaluation process.

After reading the memorandum, and in particular the matrix on the last page, and listening carefully to comments by Town of Needham officials, staff and the public, I would like to describe in greater detail the Sage Cannabis position on several issues in order to assist the Board in making their final decision.

1. Sage stands ready and willing to provide free delivery to Needham residents.
2. We have conducted a parking analysis that includes space we will be leasing at both 29 and 37 Franklin Street. Our current parking plan provides for 20 parking spaces for patients and employees, including 4 spaces reserved exclusively for employee use.
3. Regarding MIP selections, the term "sweets" apparently connoted products that could potentially appeal to children. Sage intends to offer a brownie bite product, however, it will be packaged in an opaque, childproof container and patients will be informed as to the importance of keeping medicine out of the hands of children. Since a number of patients are not able to smoke, or find it extremely uncomfortable and undesirable, Sage believes that it is important to include products that can be ingested rather than smoked.
4. Sage plans to limit the amount of marijuana medicine a patient can purchase to three ounces per visit. After careful consideration, while we continue to believe that the amount of medicine a patient is allowed to obtain should be a decision made by

a physician, we understand the concerns surrounding single sales of up to ten ounces. We have adjusted our plans accordingly.

5. Security needs will be evaluated on an ongoing basis. In the event that additional security personnel or other security measures are deemed necessary, appropriate steps will be taken.
6. One of the original members of the Board of Directors was Donald Robinson, who was also a lender to Sage. His promissory note has been paid off in full and he resigned from the Board.
7. With respect to the issue of "by appointment only" vs. "drop-in", Sage believes that given the capacity of the waiting room and ample parking, the "by appointment" model is unnecessary and inconvenient for patients. However, if in the future Sage determines that a "by appointment only" system is needed, it is prepared to do so.

I look forward to addressing any additional questions or concerns you may have. Please feel free to reach out to me at any time.

All the best,

A handwritten signature in blue ink, appearing to read 'Michael Dundas', with a long horizontal flourish extending to the right.

Michael Dundas
Chief Executive Officer
Sage Cannabis, Inc.