

# GETTING TO KNOW GTI

Verona, New Jersey



# WE ARE A TEAM OF COMMUNITY-MINDED + EXPERIENCED BUSINESS PROFESSIONALS



## GTI'S FOUNDING MEMBERS HAVE ACCOMPLISHED:



Generated **\$10M** across 30+ organizations benefitting 85,000 children



Advocated + fundraised for organizations combating life-altering ailments



Secured jobs for thousands of homeless individuals



Created not-for-profits serving individuals with disabilities





# GTI NEW JERSEY EXECUTIVE TEAM



## **DEVRA KARLEBACH, CEO**

- Over 20 years operating executive experienced in technology, finance, and cannabis industry
- COO | Nectar Holdings, Inc. (11 retail dispensary locations, 6 cultivation locations, and 2 distribution locations)
- Board of Trustee Member | New Jersey Cannabis Industry Association
- Board Member | Oregon Liquor Control Commissions Rules Advisory Committee
- Co-Founder & CEO | Glyphic Technologies, Inc.
- Director of Business Development & Advisory Board | iAnthus Capital Management
- Repurchase Agreement and Stock Loan Trader | Appaloosa Asset Management, LP
- B.S. Finance | University of San Francisco

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## **LEO MCGUIRE, CO-CHIEF OF SECURITY**

- Former Bergen County, NJ Sheriff; oversaw a staff of 500 members, a correctional facility with 1,250 beds and a budget of \$58m
- National Sheriff's Association's Board of Directors
- Former military policeman in the US Army
- 30 years of public safety experience
- Vice-Chair for the Department of Defense Employer Support for the Guard and Reserves

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## **ANTHONY GEORGIADIS, CFO/COO**

- Chief Financial Officer, Green Thumb Industries, Inc.
- 20+ years leveraged buyout, private placement, mergers & acquisitions experience
- B.S. Bucknell University, Magna Cum Laude





# PATIENT STATISTICS BY COUNTY



## Statewide Patient Growth

Beginning of 2019	12,000
Current	72,897
Growth	500%

## Neighboring Counties Patient Count

County	# Patients
Passaic	2,647
Bergen	5,601
Essex	3,457
Morris	3,863
Sussex	2,187
Hudson	2,516
<b>Total</b>	<b>20,271</b>

## Statewide Patient Count

County	# Patients
Atlantic	<b>4,446</b>
Bergen	<b>5,601</b>
Burlington	<b>5,302</b>
Camden	<b>6,706</b>
Cape May	<b>1,574</b>
Cumberland	<b>1,547</b>
Essex	<b>3,457</b>
Gloucester	<b>4,413</b>
Hudson	<b>2,516</b>
Hunterdon	<b>1,082</b>
Mercer	<b>3,427</b>
Middlesex	<b>5,916</b>
Monmouth	<b>6,164</b>
Morris	<b>3,863</b>
Ocean	<b>6,371</b>
Passaic	<b>2,647</b>
Salem	<b>698</b>
Somerset	<b>2,229</b>
Sussex	<b>2,187</b>
Union	<b>2,798</b>
Warren	<b>953</b>
<b>Total</b>	<b>72,897</b>



# What is Cannabis?



- Non-toxic
  - Anti-inflammatory
  - Neuroprotectant
  - Treats chronic pain
  - Many active components
  - Customizable
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- Cannabis has been medicine for millennia; illegal for only a little over 80 years
  - Used extensively in the US before prohibition
  - With widespread public health education, cannabis will be a cornerstone of healthcare



# Is Cannabis Addictive?

- Cannabis is not physically addictive
  - Comparable to coffee
- Patients prefer cannabis
  - Lack of negative side effects, unlike pharmaceuticals
- Cannabis has POSITIVE side effects
  - Better sleep
  - Mood enhancing
  - Stimulates appetite



# Has Cannabis Been Researched?



- Some research was conducted in the 40's in the U.S. military, but research picked up considerably in the '60s in Israel.
- US government-owned patent #6630507: Cannabinoids as Antioxidants and Neuroprotectants
- At Pubmed.gov search cannabinoid:
  - 24,000+ studies
- Federal restrictions block traditional side by side blind clinical trials, but they are slowly happening in the US and abroad
  - GW Pharmaceuticals ~ Epidiolex (just approved by the FDA) & Sativex
  - MAPS PTSD Study



# New Jersey Medical Marijuana Program





# New Jersey Department of Health Medical Marijuana Program

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- **Maintain a bona fide relationship with a physician who is registered with the program.**
- **Be a New Jersey resident.**
- **Be diagnosed with one of the 17 qualifying debilitating medical conditions by a New Jersey health care practitioner registered with the MMP.**



# Physician Registration: Role of Physicians

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- Participation is CRUCIAL to patient access
- Physicians must authorize that patients have one of the 17 approved debilitating medical conditions
- Physician oversight with medical cannabis is needed to avoid, monitor and report adverse events
- Physician monitoring patient success/failures will assist future patients



## Patient Registration: Approved Qualifying Conditions

- Amyotrophic lateral sclerosis
- Anxiety
- Cancer
- Chronic Pain
- Dysmenorrhea
- Glaucoma
- Inflammatory bowel disease, including Crohn's disease
- Intractable skeletal spasticity
- Migraine
- Multiple sclerosis
- Muscular dystrophy
- Opioid Use Disorder
- Positive status for HIV and AIDS
- PTSD
- Seizure disorder, including epilepsy
- Terminal illness with prognosis of less than 12 months to live
- Tourette Syndrome



# Patient Registration: Online Registration

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- Registration is completed online
- <https://njmmp.nj.gov/njmmp/jsp/patientRegProcess.jsp>
- Patient is to complete all required field on Attending Health Care Practitioner's Statement
- Patient is to complete required patient information
- Patient is to select ATC
- Patient is to complete certification
- Patient uploads required documents
- The MMP will review your application and supporting documents. All applications will be responded to via e-mail with further instructions to finalize your application. Approved applicants will be emailed instructions on the MMP e-payment process to pay the card fee.

\*ATC Can be changed online at any time



# Patient Registration: Required Documents & Fees

## Required Documents

- Photograph
- Government Issued photo ID
- Proof of Residency
- Proof of government assistance (if applicable)
- Physician Patient Attestation Form

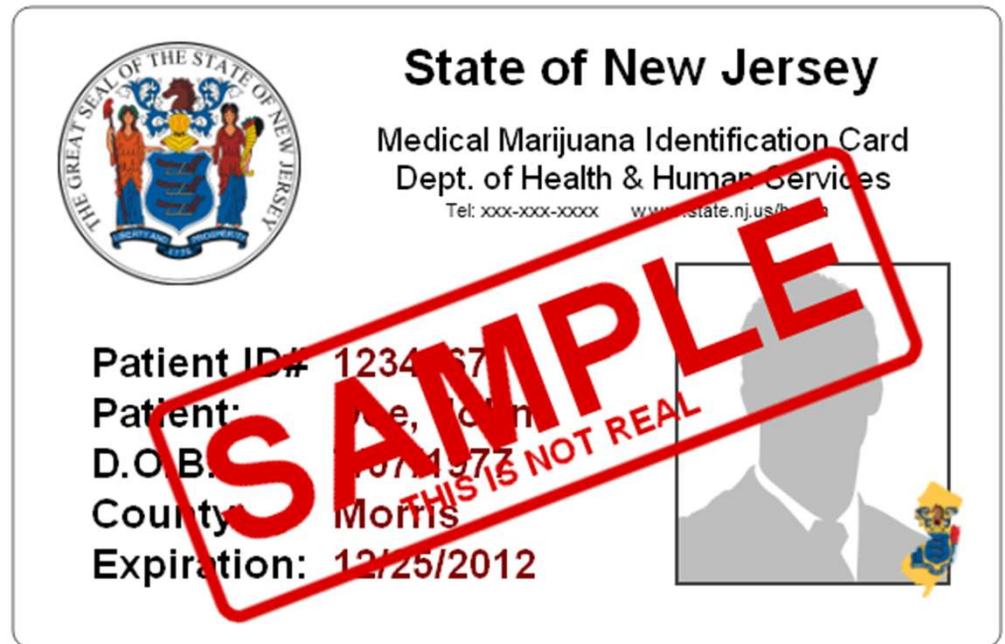
**The registration fee for the MMP ID Card is \$200. If a patient qualifies under one of the following categories, they are eligible for a reduced fee of \$20**

- Senior Citizens age 65+
- Military Veterans (must submit DD-214 form)
- SSD or SSI
- NJ SNAP
- NJ Medicaid
- NJ Temporary Disability Benefits



# Patient Registration: NJMMP Patient ID Card

Once the fee is paid the New Jersey Dept. of Health will issue a Medicinal Marijuana Program ID card.



# GETTING TO KNOW GTI

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# GTI BY THE NUMBERS

## A place where people come first

Our real power is in our people and our shared commitment to giving back to the communities that we serve.



**2014**

Founded Chicago, IL

**1700+**

Team members Nationwide

## A family of cannabis brands

Because well-being is personal, we make brands and products to fit different preferences and lifestyles.



**6**

Consumer Product Brands

**12**

Distributed to 12 States

## A national cannabis retailer

Our retail stores prioritize educational and explorative experiences, shepherded by our People Care Specialists.



**44**

Open Stores as of 5/14/2020

**96**

Retail Licenses

## Revenue Growth

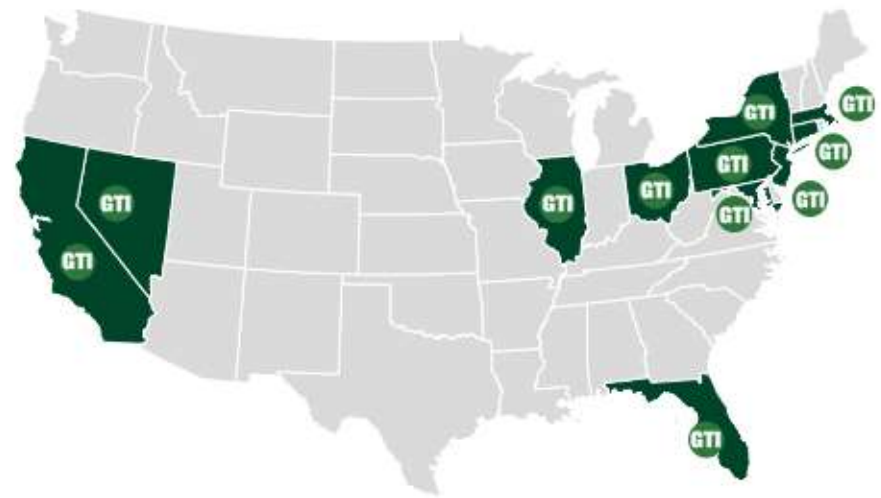
Green Thumb Annual Net Revenue (\$M)





## GTI IS AN EXPERIENCED + TRUSTED LICENSED CANNABIS PRODUCER SUCCESSFULLY OPERATING IN COMMUNITIES LIKE YOURS

- ✓ GTI has a strong track record of community partnerships.
- ✓ Nine cultivation/processing facilities across 8 highly-regulated markets.
- ✓ Forty-four retail stores across 12 highly-regulated markets.



● GTI Current Markets



# PROACTIVE SECURITY + SAFETY PROTOCOLS

## CONTROLLED ACCESS

### DISTINCT ACCESS POINTS:

- Fully recorded, secure ID validation of all visitors and contractors
- **LIMITED ACCESS:** granted with proper, registered ID
- **RESTRICTED ACCESS:** authorized personnel only

**INTEGRATED SOFTWARE** monitors location of personnel and registered guests throughout duration of stay

## SURVEILLANCE COVERAGE

### ON-SITE GUARD

To prevent:

- Suspicious activity
- Public consumption
- Loitering

### 24/7 CAMERA SURVEILLANCE

- **INTERNAL:** Every inch of the facility
- **EXTERNAL:** 30ft radius of facility

## PRODUCT SAFETY + ANTI-DIVERSION

- All products packaged in childproof containers
- Barcoded and labeled with comprehensive content, testing and safety warnings for traceability and inventory management
- Seed-to-sale traceability from manufacturer to patient end-user
- Weekly and Monthly Inventory Audit

## PUBLIC CONSIDERATIONS

- Carbon filtration system eliminates odor transfer.
- Stand-alone building
- Absolutely zero on-site consumption
- All employees and registered visitors must be aged 21+

## GTI'S GOOD NEIGHBOR PATIENT CODE OF CONDUCT:

To provide a safe environment for ALL patients, staff and neighbors, The following conduct is expected of all persons who enter the dispensary:

For the protection of our customers' privacy and for security reasons, no photography or video recording are permitted in the dispensary.

No food or beverages may be consumed on the sales floor during hours that cannabis (marijuana) is being dispensed, unless necessary for medical reasons.

No loitering outside of the dispensary before or after completing a transaction.

No consumption or vaporization of cannabis (marijuana) in the dispensary, the parking lot, or the surrounding area.

Wait until reaching a private residence/property before opening any cannabis (marijuana) product. Open products in the vehicle or in public may violate local and state laws.

Do not distribute, sell, or share your cannabis (marijuana) products. Doing so violates local and state laws.

Any inappropriate action or language is cause for being asked to leave the dispensary. Repeated offenses will result in permanent refusal of service.



# OUR STORES: PATERSON, NJ LOCATION



## BRIGHT + UPLIFTING

- ✓ Brightly lit
- ✓ Uplifting color and décor
- ✓ Private consulting stations
- ✓ Comfortable seating
- ✓ Patient-Centric Experience

Proposed Retail Location: 30 Pompton Ave, Verona, NJ



# OUR STORES: PATERSON, NJ LOCATION (SECURITY)



# OUR STORES: PATERSON, NJ LOCATION (RECEPTION)



# OUR STORES: PATERSON, NJ LOCATION (RECEPTION)



# OUR STORES: PATERSON, NJ LOCATION (INTAKE)





# OUR STORES: PATERSON, NJ LOCATION (SALES FLOOR)



# OUR STORES: PATERSON, NJ LOCATION (SALES FLOOR)



# PROPOSED VERONA LOCATION: 30 Pompton Ave, Verona, NJ

PATIENT-CENTRIC EXPERIENCE DELIVERS LEGENDARY CUSTOMER SERVICE



## EXTERIOR

- ✓ Stand Alone Building
- ✓ 3,500 square feet
- ✓ Prime Retail Site
- ✓ Excellent Ingress & Egress
- ✓ 32 Parking Spaces

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## INTERIOR

- ✓ Brightly lit
- ✓ Uplifting color and décor
- ✓ Private consulting stations
- ✓ Comfortable seating
- ✓ Patient-Centric Experience



# OUR BRANDS:

## A PORTFOLIO OF BRANDS TO MEET DIFFERENT PATIENT NEEDS

rythm

...BEBOE™



The Feel Collection™

a better experience  
**incredibles**



# WE ARE INVESTED COMMUNITY PARTNERS

## SUPPORT IN NEW JERSEY CONTRIBUTED OVER \$70,000 SINCE AUGUST 2018

Our Community's support includes:

- AFRICAN AMERICAN CHAMBER OF COMMERCE
- PATERSON EDUCATIONAL FUND
- ONE PATERSON
- OASIS
- ASBURY PARK LITTLE LEAGUE
- NEW JERSEY COMMUNITY DEVELOPMENT CORP
- PEOPLE TO PEOPLE FOUNDATION
- GLOUCESTER COUNTY PARKS & RECREATION FUND



# GTI IN YOUR COMMUNITY



# RETAIL JOB CREATION



RETAIL

- RETAIL JOBS AT LIVING WAGES
  - SENIOR MANAGEMENT
  - CARE SPECIALIST: PATIENT CONSULTANT
  - DATA ANALYST: INVENTORY, REPORTING ANALYTICS
  - COMMUNITY COORDINATOR: OUTREACH, DIVERSITY + INCLUSION
  - SECURITY + LOGISTICS
  - ADMINISTRATION
- 



# PHASE 1: RETAIL FACILITY EMPLOYMENT



Title	Qty	Salary	Hourly Pay
General Manager	1	\$75,000	
Assistant Manager	1	\$50,000	
Shift Supervisor	2	\$40,000	
Patient Care Specialist	10		\$16.00
<b>TOTAL</b>	<b>14</b>		

*All employees, salaried and hourly, are eligible for equity compensation after 12 months*







# DIRECT, LOCAL IMPACT FOR VERONA

**25** **RETAIL JOBS** as the dispensary reaches its full capacity  
Targeted hiring of **Local Verona Residents**

For every **\$1 invested** in the retail opening, the community gets **\$2.13 IN INDIRECT ECONOMIC INJECTION** [1]

**+6.5%**

**Average real estate property price appreciation in socio-economic challenged areas** [2]



**\$2.5M SPENDING**  
on local construction



**48.6 FULL TIME**  
equivalent construction jobs



**\$1.5M WAGES**  
local construction wages

“ [We] are very impressed with the philanthropic spirit of GTI and its founders. GTI has a proven track record of supporting the communities where they do business. ”

*Troy Van Scoyoc, Executive Director,  
The Arc of Washington*

[1][2] Marijuana Policy Project Report, 2016



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# Questions?

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