

Class 5 Cannabis Retailer Proposal

# Lopatcong, New Jersey



# The Greenhouse Dispensary

Proposal to Operate Cannabis Retail  
Business in Lopatcong, New Jersey

- The Greenhouse Dispensary Team
- Overview of Legal Cannabis in New Jersey
- Common Considerations Around Cannabis Business
- Example Location



# The Greenhouse Dispensary Team



## Michael Matthews

- Grew up in Easton, PA
- Owner of a chain of retail hemp businesses called 'Nurse Wellness' currently operating 8 stores successfully.
- Experienced in the legal cannabis industry from a storied career as a General Manager for dispensaries and delivery services in CA.
- Local entrepreneur with experience scaling compliant businesses in multiple industries.

## Michael Belko

- Director of Operations for 'Nurse Wellness,' with experience in executive administration, compliance, and scaling retail businesses.
- Oversaw the expansion of Nurse Wellness Hemp Dispensaries from 2 to 8 locations, now in New Jersey and Pennsylvania.
- Skilled training manager ready to bring regulated careers to local residents.

# The Greenhouse Dispensary Advisers



STEINHARDT  
CAPPELLI &  
TIPTON LLC



**Florio Perrucci Steinhardt Cappelli & Tipton**  
Legal Counsel

**Archer and Greiner**  
Legal Counsel

**Longview Strategic**  
Licensing, Strategy and Planning

**Bat CPA Consulting and Accounting**  
Consulting and Accounting Services

# New Jersey Cannabis Classes of Licenses

## 1 Cultivation

Growing indoors, in a greenhouse, or outdoors and selling dried flower to wholesalers and retailers.

## 2 Manufacturing

Creating finished cannabis products by processing, extracting, and formulating a diverse range of goods.

## 3 Wholesale

## 4 Distribution

Warehousing finished products and transporting to other license holders, mainly retailers.

## 5 Retail

Sales direct to customer.

## 6 Delivery

Last-mile contracting with transactions through retailer.

# Overview of Legal Cannabis in NJ

Conditional license holders must submit a conversion application to the CRC with evidence of:

- Site Control
- Operating Plans and Procedures
- Municipal Approval
- Financial and Business Plan



The Greenhouse Dispensary has been approved by the NJ Cannabis Regulatory Commission (CRC) as a Conditional Class 5 Retailer.



We propose that Lopatcong consider welcoming our cannabis business to bring prosperity to the community.

# Adult-Use Cannabis Sales are Similar to the Medical Cannabis Industry



What are some basic features of a cannabis dispensary in NJ?

- Compliance procedures similar to a medical dispensary.
- Can only sell legal cannabis products from licensed businesses in NJ.
- Products are sealed in child-resistant packaging at all times.
- Most orders are placed online before pick up.

- Customers are not allowed to touch, open, or consume cannabis products in the store.
- Store access is limited to adults aged 21+ with Valid Photo IDs verified by age verification software.
- Every customer is offered a 1:1 educational experience.
- Software tracks Sales information and inventory for all products.
- Deliveries and transactions will never occur where they can be seen by the public.

# Refresher: Cannabis Product Types



## Flower

Most popular item. Sold in sizes ranging from 1.0g to 7.0g. Always sealed in opaque, child-resistant packaging. Range of price points. Customers will grind their own products at home and consume using their own accessories.







## Pre-Rolls

Pre-Rolled cannabis comes in sizes as small as 0.4g and as large as 2.0g. Most packages hold 5-7 items. Child-resistant packaging required.



## Ingestibles

Tinctures, capsules, oral sprays, hard candies, lozenges, gummies, baked goods, and beverages are currently allowed. Packages must clearly mark servings up to 10mg in size. No total package with more than 100mg of THC (10+ servings).



## Vaporizer Cartridges (and Disposables)

Most popular non-flower item.

Child-resistant packaging, prioritizing recyclable and sustainable options.

Cartridges have different categories based on how they are made. Sold in 0.5g and 1.0g sizes. Consumed using a vaporizer pen, a handheld USB device.



## Loose Concentrate

Some customers prefer to consume concentrates in forms that do not work with a cartridge and can find it in various formats and consistencies. These vary based on how the cannabis oil is extracted and prepared and have names like Budder, Shatter, Sugar, Sauce Diamonds etc. based on their texture.

## Security Plan will include:

- Equipment Specifications
- Alarms
- Cameras
- Cybersecurity
- ID and Access Controls
- Doors and Locks
- Site Plan
- Limited Access Areas
- Resource Placement
- Description of Compliance with Statewide Regulations
- Emergency Response Procedures
- Training Procedures

# Security.

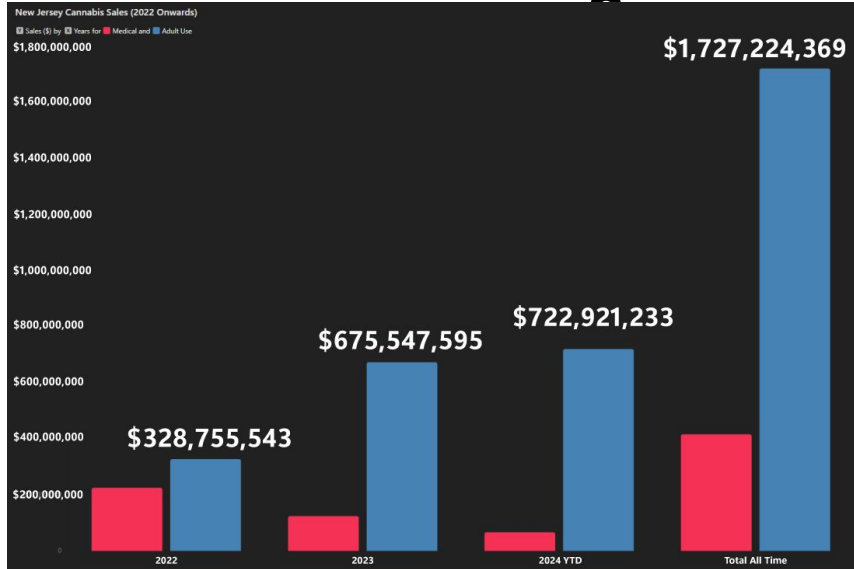
We will work with an experienced security company to design a Security Plan specific to Greenhouse Dispensary response to our site plan.

Our Security Plan will be made available to law enforcement and is subject to approval at the state and municipal level.

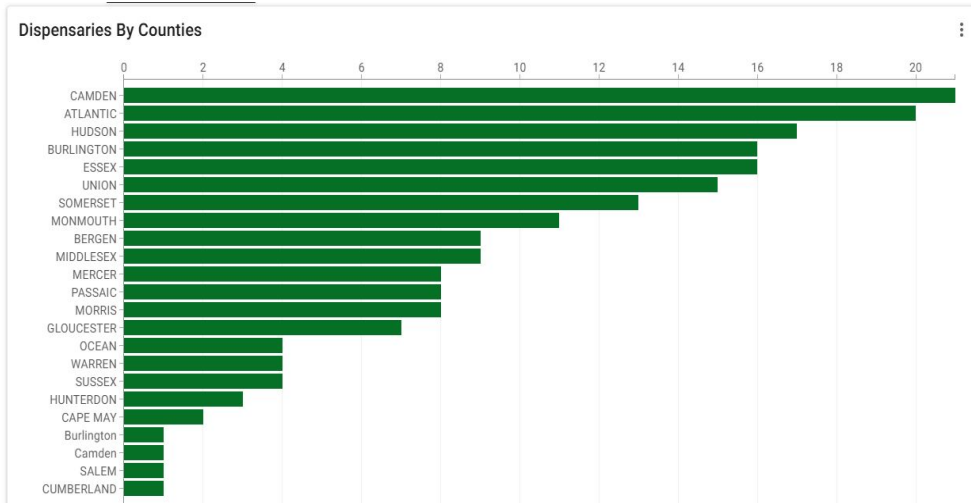
We will engage with the Lopatcong Police by providing a tour of the property, outlining our security and safety measures, and incorporating any recommendations from local or State law enforcement.

Furthermore, we will fully comply with all legal requirements concerning the notification and reporting of security incidents.

# Cannabis Sales



Data Sourced from [NJ Gov](#)



Data Sourced from [NJ Gov](#)

## Economic Impact and Community Engagement

The cannabis business will contribute a portion of sales directly to Lopatcong via sales tax, through any additional transfer taxes imposed, and through commitments to community programming and workforce development.

Adding a cannabis business will increase tax revenue in an amount dependant on the number, type, and success of licensees for Lopatcong while providing enriching career opportunities for local residents.

- Community engagement is critical in the cannabis industry and our team is committed to developing those relationships to have a positive impact and maximize the benefits of this opportunity.
- We will hire locally and bring quality jobs to the area.
- We intend to specifically uplift Lopatcong residents through supporting projects, sponsorships and/or donations to local organizations.

# Common Considerations Around Cannabis Businesses

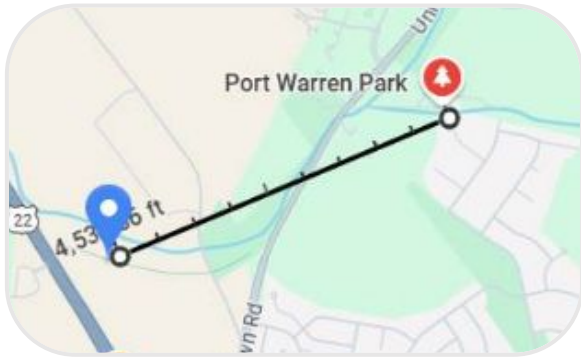
Municipalities control exactly where and how they would like new cannabis businesses to operate through the ordinance with specifications related to:

- Distances from sensitive uses like houses of worship and schools.
- Buffer zones between operational businesses.

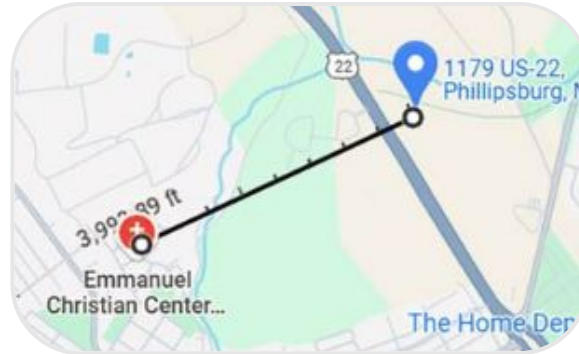
- Bulk requirements for individual zones.
- Limits on the number of available licenses in each category.



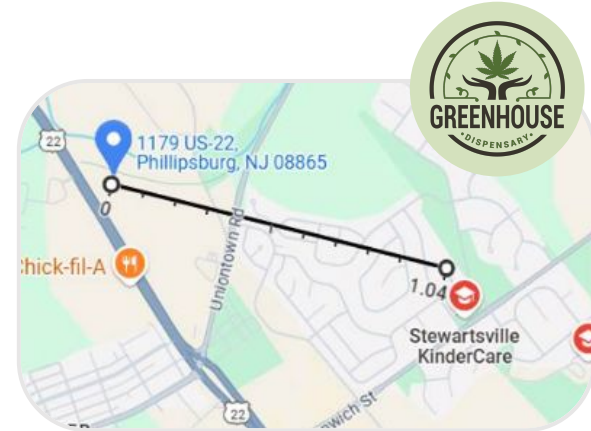
# Overview of Distance from Schools, Churches, and Parks



**.86 miles away**



**.75 miles away**



**1.04 miles away**

# The Greenhouse Dispensary

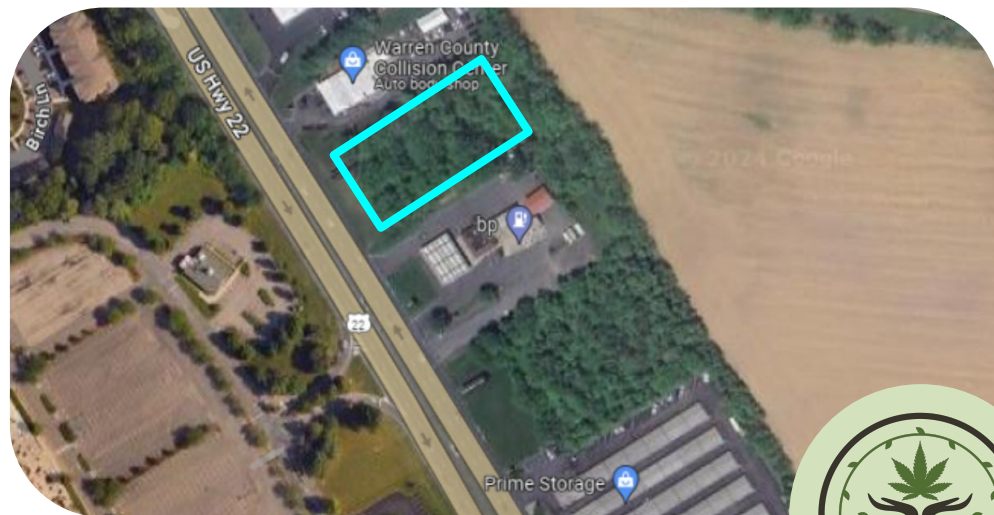




# Location

On October 2nd, 2024, Michael Matthews purchased the property located at 1179 Rt-22. We intend to create a new tax-rateable commercial building on a greenfield site. This development brings positive momentum to Lopatcong and offers our team the opportunity to:

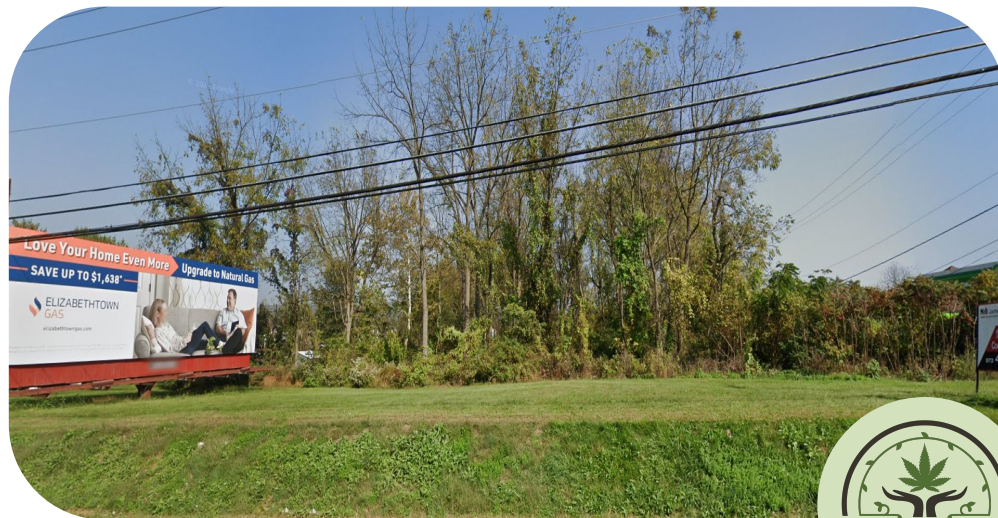
- Design a forward-thinking commercial property.
- Supply ample parking for current and future uses.
- Perform environmental and traffic studies.
- Create a secure operation that minimizes nuisances such as smell, sound, light, etc and prioritizes being a Good Neighbor.



# Location

**This location would offer tangible benefits for the community via tax revenue, workforce development, and an annual community engagement budget based on profit.**

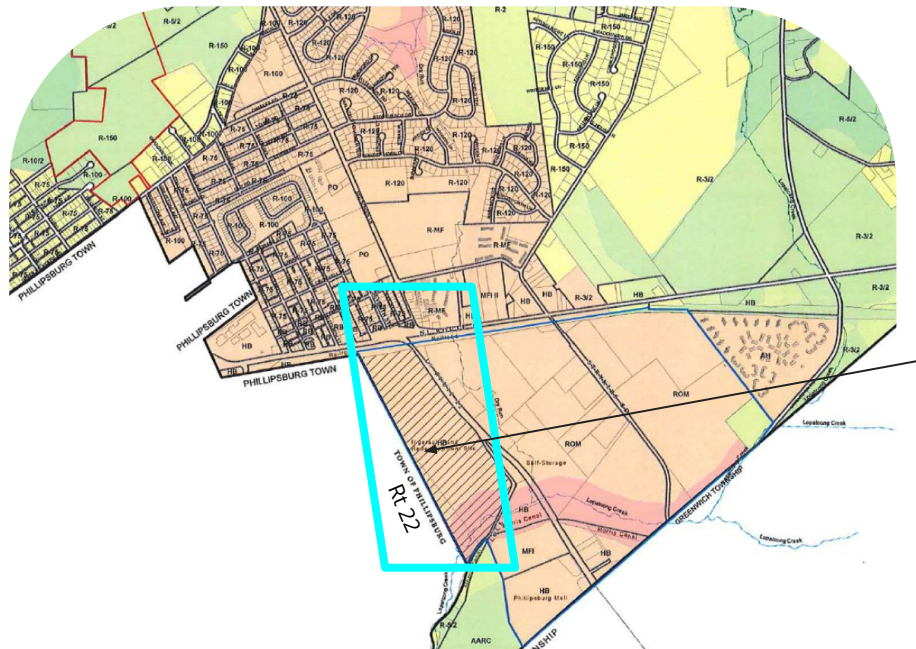
- **Maintain flexibility to comply with any and all compliance requirements.**
- **Coordinate with the local Police Department for all security operations with full transparency.**
- **Bring new construction, revenue, and shoppers to Lopatcong.**



# Zoning

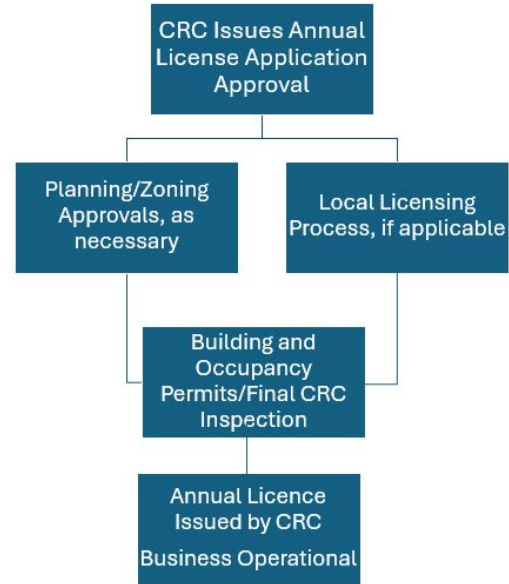
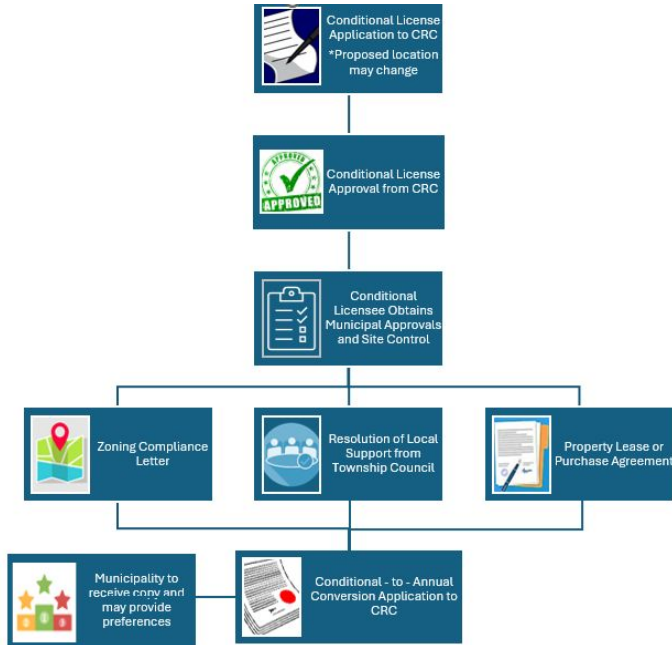


Municipalities choose specific zones and can carefully choose exact blocks where cannabis businesses can locate.



The Highway Business zone is ideal for a dispensary and our location can be further defined by frontage on Rt-22.

# Conditional Conversion to Annual License Process



# The Greenhouse Dispensary

Thank you for taking the  
time to learn more about us  
and the legal cannabis  
business.



Our project has a strong team, leadership and the momentum necessary to navigate building a successful and sustainable business in Lopatcong.



We are excited and hope for the opportunity to join the community!



## Class 5 Cannabis Retailer Proposal

# THANK YOU

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