



# Foley Hoag Cannabis Applications Team

## Statement of Capabilities

Foley Hoag has a core Applications team that has worked on more than 40 competitive cannabis license applications in Illinois, Pennsylvania, Utah, New Jersey, Massachusetts, and Missouri. We have achieved winning results for our clients, including:

- Drafting all content, leading strategy, and project managing for the second-highest scoring application out 146 applications in the 2018 New Jersey RFP for vertically integrated ATCs;
- Drafting all content and project managing applications receiving perfect narrative scores on dispensary applications in Illinois submitted to the IDFPR in January, 2020;
- Writing copy for winning applications in Pennsylvania and Missouri.

Our Applications team consists of Jesse Alderman as Project lead, Jeremy Meisinger as Project Manager and Lead Writer, and Steve Bartlett and Kelly Caiazzo as writers. These attorneys have excellent persuasive writing training *and* years of non-legal writing experience, including as a former reporter for *The Associated Press* and an M.F.A. in creative writing from Emerson College. This team has collectively written thousands of pages of application responses over the past four years. We begin with customized comprehensive outlines keyed to the question prompts and all relevant statutory and regulatory criteria. We also can serve as project managers and strategists for any application, as well as perform quality control to ensure all required forms and exhibits are compliant and complete.



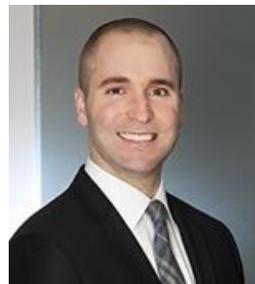
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### ABOUT FOLEY HOAG LLP

Foley Hoag provides innovative, strategic legal services to public, private and government clients across the globe. We have premier capabilities in the life sciences, healthcare, technology, energy, professional services and investment management fields, and in cross-border disputes. For more information, visit [www.foleyhoag.com](http://www.foleyhoag.com) or follow @FoleyHoag on Twitter.