

FOLEY HOAG CANNABIS APPLICATIONS TEAM



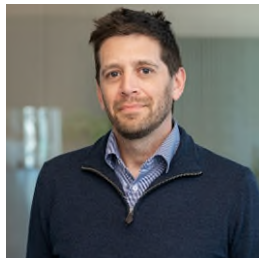
Foley Hoag has a core Applications team that has worked on hundreds of cannabis license applications in Alabama, Florida, Georgia, Illinois, Ohio, Massachusetts, Missouri, New Jersey, New York, Pennsylvania, Texas, Utah, Virginia, and Washington D.C. We have achieved winning results for our clients in competitive processes, including:

- Drafted exhibits and project managed two *winning* Integrated Facility applications out of a total of five nominated for award by the Alabama Medical Cannabis Commission
- Drafted the second-highest-scoring application out of 69 competitive proposals in Georgia for Trulieve Cannabis Corp., receiving a Notice of Intent to Award one of only two Class 1 Production Licenses
- Drafted and project managed second-highest-scoring Integrated Facility application submitted to the Alabama Medical Cannabis Commission, and related corporate structuring of joint venture
- Drafted all content, led strategy, and project managed the second-highest scoring application out 146 applications in the 2018 New Jersey RFP for vertically integrated ATCs
- Successfully submitted two Dispensing Facility applications to Texas Department of Public Safety
- Project managed, advised and drafted applications for multiple clients with winning Ohio RFA-2 Provisional Dispensary Awards under Board of Pharmacy Request for Application for 73 new dispensary licenses, and counseled on related corporate structuring
- Drafted narratives, project managed and compiled all ownership and financial source documentary information for more than 30 conditional cultivator, manufacturer, and dispensary license award winners and numerous annual applicants in New Jersey Cannabis Regulatory Commission process, and counseled on related corporate structuring
- Assisted with drafting, project management and disclosures for successfully submitted *Pigford* Florida MMTC license application and successfully submitted 2023 MMTC application
- Drafted all narratives for winning Washington D.C. Medical Cultivator license application, and counseled on related corporate structuring

- Drafted and devised corporate structure for three successful social equity cultivator applicants in Connecticut, and project managed applications
- Drafted all content and project managing applications receiving perfect narrative scores on dispensary applications in Illinois submitted to the IDFPR in January 2020
- *Pro Bono* counsel to several CAURD applicants in New York
- Wrote 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 Michael McQueeney, Steve Bartlett, and Sarah Main as writers. In addition to being cannabis regulatory specialists in multiple jurisdictions, these attorneys have excellent persuasive writing training *and* years of non-legal writing experience. Our team includes 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 six 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.

THE TEAM:



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