



Foley Hoag Cannabis Applications Team

Foley Hoag has a core Applications team that has worked on more than 100 competitive cannabis license applications in Florida, Georgia, Illinois, Ohio, Massachusetts, Missouri, New Jersey, New York, Pennsylvania, Utah, Virginia, and Washington D.C. We have achieved winning results for our clients, including:

- Drafting 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 all content and project managed a winning cultivation application, and assisted in drafting winning vertically integrated application in the 2019 New Jersey RFP for ATCs
- 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
- 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 20 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 100% minority-owned MSO client with drafting, project management and disclosures for successfully submitted *Pigford* Florida MMTTC license application and Washington D.C. Medical Cultivator license applications, and counseled on related corporate structuring
- Drafted and devised corporate structure for three social equity cultivator applicants in Connecticut, and project managed applications
- 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 Michael McQueeney, Steve Bartlett and Cecilia Oyediran 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*, an M.F.A. in creative writing from Emerson College, and a former in-house counsel at a large MSO. 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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