

**I.N.S.A., Inc.**  
MPN282163

**APPLICATION OF INTENT REVIEW**

1. Name and address of the proposed Marijuana Establishment:

I.N.S.A., Inc.  
29 Industrial Drive East, Northampton, MA 01060

2. Type of license sought (if cultivation, its tier level and outside/inside operation) and information regarding the application submission:

Product Manufacturing

The application was reopened two (2) times for additional information.

3. The applicant is a licensee or applicant for other Marijuana Establishment and/or Medical Marijuana Treatment Center license(s):

Type	Status	Location
Retail	Commence Operations	Springfield
Retail	Commence Operations	Salem
Cultivation, Tier 7/Indoor (50,001-60,000 sq. ft.)	Commence Operations	Easthampton
Retail	Commence Operations	Easthampton
Product Manufacturing	Commence Operations	Northampton
MTC	Application Submitted	Easthampton-Avon
MTC	Commence Operations	Easthampton-Springfield
MTC	Commence Operations	Easthampton-Easthampton

4. List of all required individuals and their roles in the Marijuana Establishment:

Individual	Role
Peter Gallagher	Person Having Direct/Indirect Control
Patrick Gottschlicht	Person Having Direct/Indirect Control
Lewis Goldstein	Person Having Direct/Indirect Control

Provisional License Executive Summary 1



Thomas Davis	Person Having Direct/Indirect Control
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5. List of all required entities and their roles in the Marijuana Establishment:

Entity	Role
GPM II, LLC	Entity Having Direct/Indirect Control

6. Applicant's priority status:

General Applicant

7. The applicant and municipality executed a Host Community Agreement on December 16, 2021.
8. The applicant conducted a community outreach meeting on November 23, 2021 and provided documentation demonstrating compliance with Commission regulations.
9. The Commission received a municipal response from the City/Town of Northampton on April 8, 2022 stating the applicant was in compliance with all local ordinances or bylaws.
10. The applicant proposed the following goals for its Plan to Positively Impact Disproportionately Harmed People:

#	Goal
1	To provide job opportunities and reduce barriers of entry to disproportionately affected individuals who are past or present residents of Amherst, Brockton, Holyoke, Lynn, Randolph, Springfield, and West Springfield.
2	To provide financial support to disproportionately impacted individuals and communities through focused charitable giving by making four (4) donations annually of at least \$2,000 each to The Forest Park Project, The Food Bank of Western Massachusetts, The Food Project, MaryAnne's Kids, Camp Fire North Shore, Blues to Green, Make-It-Springfield, and Open Pantry Community Services.

## **BACKGROUND CHECK REVIEW**

11. There were disclosures of any past civil or criminal actions, occupational license issues, or marijuana-related business interests in other jurisdictions. None of the disclosures raised suitability issues.
12. There were no concerns arising from background checks on the individuals or entities associated with the application.



## **MANAGEMENT AND OPERATIONS PROFILE REVIEW**

13. The applicant states that it can be operational within four (4) months of receiving the provisional license(s).

14. The applicant's proposed hours of operation are the following:

<b>Day(s)</b>	<b>Hours of Operation</b>
Monday-Sunday	6:00 a.m. to 12:00 a.m.

15. The applicant submitted all required summaries of plans, policies, and procedures for the operation of the proposed establishment. The summaries were determined to be substantially compliant with the Commission's regulations.

16. The applicant proposed the following goals for its Diversity Plan:

<b>#</b>	<b>Goal</b>
1	Promote the career advancement of diverse individuals inside the Company by awarding four (4) scholarships of up to \$2,500 annually.
2	Donate at least \$2,000 each to National Expungement Week, Safe Passage, Fisher House of Boston, Clinical & Support Options, North Shore Alliance of Gay, Lesbian, Bisexual, and Transgender Youth on an annual basis.

17. Summary of products to be produced and/or sold (if applicable):

<b>#</b>	<b>Product</b>
1	Chocolate Bars (Peanut Butter Cups, Birthday Cake, Strawberry Dreamsicle, Milk Chocolate, Cherry Cheesecake, Dark Chocolate Mint, Double Caramel Sea Salt)
2	Fruit Chews (Spicy Pineapple, Peach Mano, Watermelon, Black Cherry, Black Cherry Sleepy, Raspberry Energy, Strawberry Sour, Green Apple)
3	Concentrates (Wax, Live Sugar, Shatter, Sugar, Crumble, Disposable Vaporizer, Cartridge Vaporizer, Dart Vaporizer)
4	Distillate Dispenser
5	Tinctures
6	Topicals (Salve, Lotion)

## **RECOMMENDATION**

Commission staff recommend provisional licensure with the following conditions:

1. Final license is subject to inspection to ascertain compliance with Commission regulations.



2. Final license is subject to inspection to ascertain compliance with applicable state laws, local codes, ordinances or bylaws, and local licensing requirements.
3. Final licensure is subject to the applicant providing Commission staff, upon inspection, with a detailed list of all proposed products to be produced with specific information as to types, forms, shapes, colors, and flavors.
4. Final licensure is subject to the applicant ensuring that all remaining required individuals be fingerprinted pursuant to previous Commission notifications.
5. The applicant shall cooperate with and provide information to Commission staff.
6. Provisional licensure is subject to the payment of the appropriate license fee.
7. Final license is subject to the applicant informing the Commission of any “Additional Operational Plans for Product Manufacturers” as it relates to Quality Control Samples. Licensees that opt to provide Quality Control Samples must include written policies and procedures in accordance with 935 CMR 500.130(5)(k) and as expressly enumerated in 935 CMR 500.130(9).
8. Final license is subject to the applicant providing an updated Diversity Plan with details on how the proposed plan will promote equity among people of color, particularly Black, African American, Hispanic, Latinx, and Indigenous people, women, Veterans, persons with disabilities, and LGBTQ+ people, in accordance with 935 CMR 500.101.

The applicant has demonstrated compliance with the laws and regulations of the Commonwealth and suitability for licensure. Therefore, the applicant is recommended for provisional licensure.

