

**I.N.S.A., INC.**  
MRN282632

**BACKGROUND & APPLICATION OF INTENT REVIEW**

1. Name and address of the proposed Marijuana Establishment:

I.N.S.A., Inc.  
1200 West Columbus Ave, Springfield, MA 01105

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

Retail

The application was reopened three (3) 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
Cultivation, Tier 7/Indoor (50,000 – 60,000 sq. ft.)	Commence Operations	Easthampton
Product Manufacturing	Commence Operations	Easthampton
Retail	Commence Operations	Easthampton
Retail	Commence Operations	Salem
MTC	Commence Operations	Springfield-Easthampton
MTC	Commence Operations	Easthampton-Easthampton

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

Individual	Role
Mark Zatyarka	Executive / Officer
Brian Hammond	Manager
John Jany	Manager
Ian Kelly	Manager

Provisional License Executive Summary 1



Peter Gallagher	Owner / Partner
Patrick Gottschlicht	Owner / Partner
Steven Reilly	Owner / Partner

5. List of all required entities and their roles in the Marijuana Establishment:

Entity	Role
GPM II, LLC	Capital Contributor

6. Applicant's priority status:

General Applicant

7. The applicant and municipality executed a Host Community Agreement on April 24, 2018.
8. The applicant conducted a community outreach meeting on January 23, 2019 and provided documentation demonstrating compliance with Commission regulations.
9. The Commission received a municipal response from the municipality on July 6, 2020 stating the applicant was in compliance with all local ordinances or bylaws.
10. The applicant proposed the following goals for its Positive Impact Plan:

#	Goal
1	Provide job opportunities and reduce barriers of entry to disproportionately affected individuals, specifically from Springfield and Lynn, by ensuring that at minimum 30% of the staff for its facility are disproportionately affected individuals.
2	Provide employees who are disproportionately affected individuals with the support and resources needed to aid in their professional development and facilitate the achievement of their career goals by ensuring that at least 30% of the resources offered as part of the establishments Career Development, Counseling and Mentorship Program are reserved for disproportionately affected individuals.
3	Provide charitable support and volunteering efforts to offer additional opportunity and support to disproportionately affected individuals.

### **SUITABILITY 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 REVIEW**

13. The applicant states that it can be operational within two (2) months of receiving the provisional license(s).
14. The applicant's proposed hours of operation are the following:
- Monday – Sunday: 8:00 a.m. – 9:00 p.m.
15. The applicant submitted all applicable and 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:

#	Goal
1	Recruit at minimum 40% minorities, 50% women, 5% veterans, 5% people with disabilities, and 20% of individuals of the LGBTQ+ Community for its hiring initiatives.

17. Summary of cultivation plan (if applicable):

Not applicable

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

Not applicable

19. Plan for obtaining marijuana or marijuana products (if applicable):

I.N.S.A., Inc. plans to obtain marijuana from its affiliated licenses. If the need arises, I.N.S.A., Inc. will obtain marijuana or marijuana products by contracting with other licensed establishments.

### **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 and local codes, ordinances, and bylaws;



3. The applicant shall cooperate with and provide information to Commission staff;
4. Provisional licensure is subject to the payment of the appropriate license fee; and
5. Final licensure is subject to the applicant ensuring that all remaining required individuals be fingerprinted pursuant to previous Commission notifications; and
6. Final licensure is subject to the applicant providing Commission staff, upon inspection, an updated Positive Impact Plan that modifies the organization(s) the establishment intends to donate to, excluding C3RN, and a clarification of how each donation will directly impact residents of Springfield and Lynn.

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.

