

# The Winding Rhode Compassion Center, Inc.



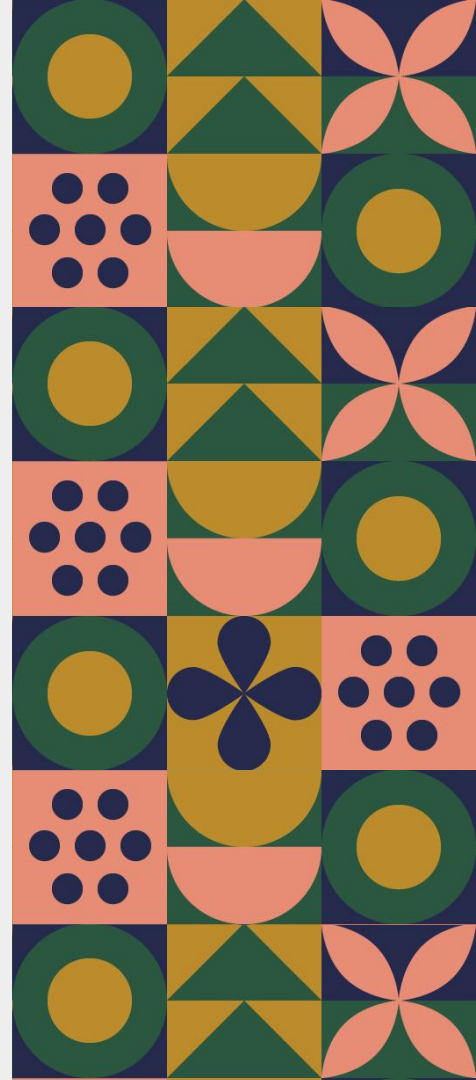
Summary Plan for the Operation of a Medical Marijuana  
Compassion Center at 682 Kingstown Road, Wakefield, RI

October 2020

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# About Us



Our mission is to operate a premier medical marijuana compassion center that provides patients with superior service and products while remaining responsive to community needs and standards.



# Winding Rhode's Advantages

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## The Winding Rhode Compassion Center will enjoy immediate and sustained success for several reasons:

- Nick Salvadore (COO) is a proven marijuana industry professional. His existing Rhode Island marijuana cultivation facility (Warwick-based STJ, LLC) is one of only a handful of independent, wholesale cultivation facilities successfully and profitably growing and selling medical product in the constrained RI market. Strains sold by this RI operation enjoy broad critical acclaim and are always in demand among the state's discerning customers.
- Patrick Casey (Pres./CEO) has successfully licensed and established multiple marijuana retail facilities in MA and has supervised the design and build-out of several retail stores. His experience and relationships in this rather new industry have grown exponentially in the last 24 months.
- Winding Rhode boasts two extremely experienced retail marijuana managers, each with distinct talents to help ensure that commencement of operations is efficient and responsible.
- Winding Rhode is supported by best-in-class licensed professionals with immense industry knowledge.
- The full Board of Managers (9-11 people), all RI residents, includes a local non-profit executive, a well-known RI physician, an Ivy League clinical psychologist, a retired RI narcotics detective, and a retired military logistics officer.
- The Wakefield location is supported by very strong demographics and an abundance of parking.



# 682 Kingstown Road, Wakefield

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## **Lease**

The Winding Rhode Compassion Center is leasing 5,000 sf of space at 682 Kingstown Road in Wakefield -- the end-cap of a small shopping center. The center is well located on a commercial road and has over 200 off-street parking spaces. The lease is for a 10-year term; the landlord is Scot Halberg, a widely respected South Kingstown resident and businessman.

## **Improvements**

The premises will be gutted and built out by a well-respected RI general contracting firm, at a cost of approximately \$1.25 million. The exterior of the building will be updated and improved consistent with a small-town, "village" concept.

## **Operating Plan**

The ground floor of the premises (2,000 sf) will be the retail floor and fulfillment area, with men's and ladies' rest rooms and a security checkpoint managing the entrance/exit door. The retail floor will include 12-15 POS stations. The basement space (3,000 sf) will include the packaging room, the equipment room (housing video and security apparatus), a general office, employee space including employee rest rooms, and a vault room utilizing (if possible) an existing built-in bank vault. The side door to the premises will be rebuilt in a highly-secure manner; medical marijuana will be delivered to the basement vault through this door, and cash receipts will be picked up in the basement by an armored car service and transported through this door.

# Conceptual Retail Floor Design





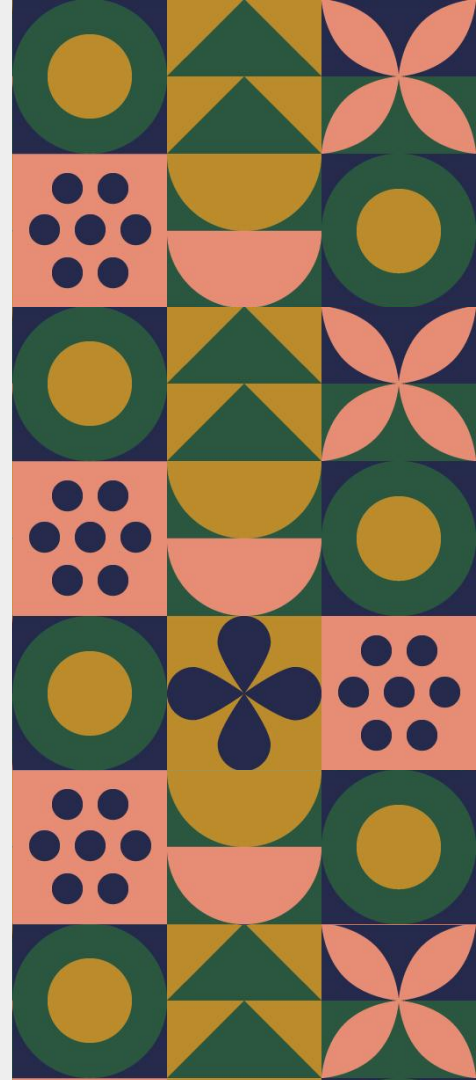
# Elevations



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# The Winding Rhode Team



# Initial Board of Managers

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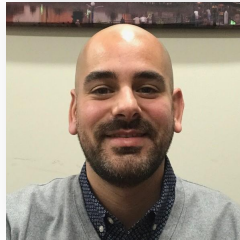
**Patrick J. Casey**  
President/CFO  
Experienced marijuana facility developer. Pat is a Founding Member of Winding Rhode.



**Nicholas A. Salvadore**  
COO  
Owns and operates a successful commercial grow facility in RI. Nick is a Founding Member of Winding Rhode.



**Andrew Wilkes**  
CFO (interim)  
CEO/CFO of Workforce Unlimited



**Matt Wilkes**  
VP, Business Mgt.



**Jill E. Moniz**  
VP, Community Relations  
Jill is a Founding Member of Winding Rhode.

# Executive & Management Team

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## **PATRICK CASEY** PRESIDENT/CEO

Patrick Casey III has spent much of the last 24 months appearing before numerous cities and towns in Massachusetts, licensing medical and adult-use marijuana stores for two separate cannabis companies and planning all phases of development and construction for several of the stores. In the course of these efforts, he has become an expert in the highly-nuanced and often conflicting regulatory demands of various cities and towns and his reputation for candor and knowledge have been instrumental in securing entitlements. Previously, as the Sr. VP for a boutique finance firm, Mr. Casey helped finance several cannabis-related businesses in New England before founding (with Mr. Salvadore & Ms. Moniz) his own Massachusetts cannabis company. He is a Warwick, RI native and resident and is a founding member of The Winding Rhode Compassion Center, Inc.

## **NICHOLAS SALVADORE** CHIEF OPERATING OFFICER

Nicholas Salvadore founded STJ, LLC, a Class B, state licensed, Warwick-based medical marijuana cultivation, manufacturing, & packaging facility, serving as its CEO for 3 years. Mr. Salvadore has for 2 years worked closely with representatives of RI's existing dispensaries to develop new products not offered in the market, extending his efforts to post production consultation on marketing strategies. Part of the marketing effort was educating dispensary personnel on the product uses, lineage, and manufacturing processes, as well as customer education/sales techniques. Mr. Salvadore has extensive experience and relationships in most aspects of the medical marijuana industry. STJ, LLC is one of the few stand-alone cultivators selling profitably into the currently-constrained Rhode Island market. Mr. Salvadore is a Providence native and a Narragansett resident, and a founding member of The Winding Rhode Compassion Center, Inc.

# Executive & Management Team *(continued)*

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## **JILL MONIZ** VP, COMMUNITY RELATIONS

Ms. Moniz is a graduate of Brown University (B.A., History of Art & Architecture, 2004). From 2005 to 2012, Jill wore a variety of management hats at Amos House (Providence, RI), one of the region's best known non-profit social services agencies focused on assisting with the transition of people released from prison. She served as a development officer, web content manager, and VP of Marketing and Communications for the organization's Social Enterprise Division. She successfully opened Amos House's non-profit restaurant (which doubly served as a training facility for Amos House residents) after overseeing its design and construction and securing financing for the organization's acquisition of the underlying premises. Her interest in the legalization of marijuana was sparked from her seeing large numbers of Amos House residents struggle to re-enter the community after serving substantial prison time for minor possession offenses. Ms. Moniz is an Edgewood, RI resident, a mother of two young children, and a founding member of The Winding Rhode Compassion Center, Inc.

## **ANDREW WILKES** CHIEF FINANCIAL OFFICER

Mr. Wilkes started his career in accounting as an auditor for a Big 4 CPA firm, and formed his own recruiting company in 1990, focusing on the financial sectors. For the past 20 years, he has served as CFO and CEO of a multi-state employment agency with over 1,000 employees, which has experienced top line growth virtually every year. He is a prudent and successful investor, in a wide range of fields including real estate and cannabis. Mr. Wilkes holds a BS degree (Business Administration) from Bryant College, where he graduated Magna Cum Laude.

## **MATTHEW WILKES** VP, Business Operations

Mr. Wilkes, an accountant by trade, has worked as a Senior Accountant in the private sector and, more recently, as a Senior Auditor for a federal/state government entity. He presently serves as the Business Manager for a vertically-integrated Massachusetts cannabis company, where he coordinates all hiring and vendor relationships. He has the experience and expertise necessary to coordinate the complicated licensing and compliance requirements of the cannabis industry, with respect to both government and banking. Mr. Wilkes is a Providence native and resident.

# Operations

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## **JULIO VASQUEZ** VP, RETAIL OPERATIONS

Mr. Vasquez began his career in the medical marijuana industry at Thomas C. Slater Compassion Center as a curer 4 years ago, quickly rising to Manager of Packaging and Labeling, and then to Inventory Manager. His weekly responsibilities include packaging in compliance with state regulations, procurement and maintaining relations with vendors, management of sales team, product tracking, internal liaison between departments, training of sales floor and inventory personnel, and product inspection for health/safety. During his transition from curer to manager, Mr. Vasquez held many consultations with patients where he advised them on the differences of effects from various methods of consumption. Mr. Vasquez's role at Winding Rhode will be focused on inventory management.

## **RACHEL CROSS** VP, RETAIL OPERATIONS

Ms. Cross spent 2 years as Regional Manager for a national cannabis company entering the Massachusetts market. Prior to that, she spent several years in Colorado as the General Manager and Senior Sales Consultant for a well-known medical and recreational marijuana retailer. Ms. Cross will be responsible for coordinating the opening of the compassion center, including hiring and implementation of all SOPs, and supervising all day-to-day retail floor operations.

## **STEVEN FORDE** VP, SECURITY

Mr. Forde was formerly the director of security for the Thomas C. Slater Compassion Center in Providence Rhode Island for five years, beginning his tenure before the opening of the dispensary. Prior to his job at Slater, Mr. Forde served on the Warwick, RI Police force for 25 years, including 10 years as a narcotics detective, and 5 years as a member of the US DEA.

# Professionals

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## LEGAL COUNSEL (General)

### **Mal Salvadore, Esq.**

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## LEGAL COUNSEL (Licensing)

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## LEGAL COUNSEL (Zoning)

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## PLANNING CONSULTANT

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## CPA (Cannabis)

### **Mitzi Hollenbeck, CPA, CFE**

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## ARCHITECT

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## CIVIL ENGINEER

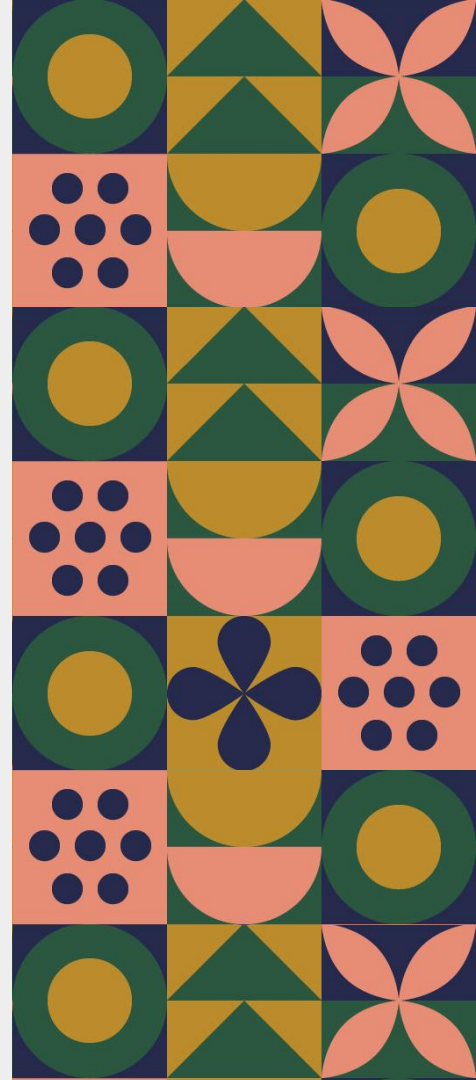
### **Joseph A. Casali, PE, MBA**

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# Construction & Start-up Budget



# Construction & Start-up Budget

## Construction & Start-Up Budget

Year 1 License Fee	\$500,000
Construction, Interior	\$1,000,000
Improvements, Exterior	\$100,000
Start-up & Training	\$100,000
Working Capital	<u>\$300,000</u>
Total Budget	\$2,000,000

For additional information, please contact:

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