

DISTRICT OF COLUMBIA
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 ALCOHOLIC BEVERAGE CONTROL BOARD
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 MEETING

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  IN THE MATTERS OF:      :
                          :
  Bouquet Labs DC, LLC    :
  t/a Bouquet Labs DC     :
  5185 MacArthur Blvd NW :
  ANC 3D                   :
  License No. 121378      :
                          :
  (Medical Cannabis       :
  Dispensary)             :
                          :
  Bouquet Labs DC, LLC    :
  t/a Bouquet Labs DC     :
  Cultivation & Processing :
  Center                   :
  6405 Chillum Place NW   : Fact Finding
  ANC 4B                   : Hearing
  License No. 121364      :
                          :
  (Medical Cannabis       :
  Cultivation Center)     :
                          :
  Renee and Andria        :
  Health, LLC              :
  t/a R & A Health         :
  6400 Chillum Place NW   :
  (Basement)              :
  ANC 4B                   :
  License No. 121369      :
                          :
  (Medical Cannabis       :
  Cultivation Center)     :
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Wednesday
 October 26, 2022

The Alcoholic Beverage Control Board
 met via WebEx videoconference, Chairperson
 Donovan W. Anderson presiding.

PRESENT:

DONOVAN W. ANDERSON, Chairperson

BOBBY CATO, JR., Member

RAFI ALIYA CROCKETT, Member

EDWARD S. GRANDIS, Member

JENI HANSEN, Member

JAMES SHORT, JR., Member

ALSO PRESENT:

JOSE ORELLANA, DC ABRA Staff

ALMUSTAFA ELHILLO, Applicant

DERON COOPER, Applicant

ANTOINE PRITCHETT, Applicant

1 P-R-O-C-E-E-D-I-N-G-S

2 3:18 p.m.

3 CHAIRPERSON ANDERSON: And now we have
4 a fact finding hearing and I'm going to call all
5 three cases together. The first case is Bouquet
6 Labs DC, license number 121378, Bouquet Labs DC
7 Cultivation & Processing Center, license number
8 121364, and R&A Health, license number 121369.
9 Mr. Orellana, can you please elevate the rights
10 of the licensee in these cases.

11 MR. ORELLANA: Antione Pritchett, your
12 access has been elevated. Almustafa Elhillo,
13 your access has been elevated. That is all,
14 Chairman.

15 CHAIRPERSON ANDERSON: Who are the
16 owners of Bouquet Labs DC?

17 MR. ELHILLO: We are the owners. My
18 name is Almustafa Elhillo and Deron Cooper.

19 CHAIRPERSON ANDERSON: Can you spell
20 your name for the record, please?

21 MR. ELHILLO: Yes, sure. My name is
22 A-L-M-U-S-T-A-F-A and the last name is E-L-H-I-L-
23 L-O.

24 CHAIRPERSON ANDERSON: And who is the
25 other person, I'm sorry?

1 MR. COOPER: Deron Cooper. D-E-R-O-N
2 C-O-O-P-E-R.

3 CHAIRPERSON ANDERSON: And Mr.
4 Pritchett, who are you, sir, please?

5 MR. PRITCHETT: Antione Pritchett, for
6 the record that is A-N as in November-T-I-O-N as
7 in November E Pritchett P-R-I-T-C-H-E-T-T. I am
8 the managing member and chief operating officer
9 of Renee & Andria Health or R&A Health.

10 CHAIRPERSON ANDERSON: Thank you, good
11 afternoon, sir.

12 MR. PRITCHETT: Hi, good afternoon.

13 CHAIRPERSON ANDERSON: All right, the
14 board, and I'm doing this because I believe it's
15 more efficient and I know that most everyone has
16 been waiting since 1:30. We're having these fact
17 finding hearings because the board is checking in
18 on the applicants that have their applications
19 selected for registration for medical cannabis
20 facilities within the District of Columbia.

21 Just some background, the Alcoholic
22 Beverage Control Board voted to select three new
23 medical cannabis facility registration applicants
24 following an 18-month open application period.
25 The board adopted the recommendations of the

1 selection panel comprised of District government
2 agencies tasked with reviewing submitted
3 dispensary and cultivation center applications
4 for one available dispensary registration in
5 either Ward Three or Ward Five and two available
6 cultivation centers in any ward, excluding Ward
7 Five.

8 Bouquet Labs DC, 5185 MacArthur
9 Boulevard, Ward Three, they received the two
10 highest rankings from the selection panel, I'm
11 sorry. Bouquet Labs, they received one of the
12 highest rankings for the dispensary and Bouquet
13 Labs and Renee and Andria Health received the two
14 highest rankings for the cultivation center.
15 It's my understanding that Renee and Andria
16 Health is at 6400 Chillum Place, NW is the
17 cultivation center and Bouquet Labs DC is also at
18 6405 Chillum Place, NW, Washington, DC in Ward
19 Four.

20 Now our rules require that a
21 registration for a dispensary, cultivation center
22 or testing laboratory shall be returned to the
23 board if the dispensary, cultivation center or
24 testing laboratory fails to open for business
25 within 120 days after the registration has been

1 issued, except that the board may grant an
2 extension at its discretion for good cause shown.
3 All right, and it says that a registration, where
4 it says 5303.1, the law also says a registration
5 for a dispensary, cultivation center or testing
6 laboratory shall be returned to the board if the
7 dispensary, cultivation center or testing
8 laboratory fails to operate for any reason for
9 more than 60 consecutive days after it has been
10 open.

11 So, this is basically our first
12 meeting. We approved the cultivation center. We
13 also approved the dispensary, but we don't know
14 who the owners are as this is the first time
15 we're meeting them with the names, because since
16 the board was left out of the process and I
17 believe at the end of the process, names were
18 given to us, but we now we have names with faces.
19 Let's start off with the dispensary.

20 Can you describe the current status of
21 your business and your chosen location?

22 MR. ELHILLO: Yes, sure. Just a quick
23 introduction of ourselves. It's a pleasure to
24 connect with all of you. Bouquet Labs is a
25 minority owned, resident owned business here in

1 DC. Both Deron and I are born and raised in DC.
2 We both went to school here. Deron went to
3 Edmund Burke, I went to Washington International
4 School. He went to Moorehouse, I went to UC
5 Berkeley and so while I was at Berkeley, was able
6 to meet some of the top talents in the medical
7 cannabis space. So, after graduation, started
8 Bouquet Labs with Deron to bring that talent to
9 the East Coast. Our whole mission is to provide
10 top quality, affordable medical cannabis products
11 to patients in DC and surrounding states and also
12 to help address the fact that less than five
13 percent of all equity owned in this sector is by
14 African Americans despite the fact that the black
15 community was one of the most impacted by the war
16 on drugs. So, we started Bouquet Labs, our
17 flagship facility is in Maryland where we were
18 awarded a medical cannabis processor license and
19 that facility is now built, inspected and
20 operational, but our whole goal this whole time
21 was to be licensed in DC, where we're from.
22 We're very honored to have been awarded both
23 licenses.

24 So, to transition to your question,
25 the status of the facilities, starting with the

1 dispensary. We are very much aware of the 120-
2 day deadline that we're operating under. We are
3 moving as fast as possible. We've met with the
4 landlords and property managers for the facility
5 finalizing the lease agreement. We've had our
6 site visits with the general contractors,
7 architects, HVAC contractors and security
8 contractors and are receiving proposals from all
9 those different types of contractors on the work
10 they're going to do on the facility.

11 Basically, we tried to tailor our
12 facility development plan to meet the deadlines
13 that we're under. For our dispensary, we have
14 two adjacent units on the second floor of
15 Palisades Plaza. One is an already finished
16 office space and another is a shell space that
17 needs to be renovated. We're likely going to
18 develop the facility in a phased plan, where we
19 expand the finished office space, which would
20 require minimal permitting, to accommodate a
21 phase one space for our highly secure dispensary.
22 Then be able to open within our deadline and
23 simultaneously develop the additional space,
24 which we will expand into once it's ready.

25 So, yeah, we are full guns blazing on

1 getting the facility up and running. All the
2 contractors are working and doing our best to
3 meet the deadline. Just as we have corresponded
4 a ton with the ANCs over the past several months
5 in making sure we're fully compliant and on the
6 same page with all the different variables here,
7 we hope to do the same with ABRA and have a
8 strong connection between us as we go through
9 this facility development process. We'll be sure
10 to keep you all in the loop with our progress
11 step by step and hopefully get a state of the art
12 facility built ASAP.

13 CHAIRPERSON ANDERSON: Now, as far as
14 the dispensary is concerned, I know you talked
15 about permits. Have you applied for any permits
16 as yet or are you planning to apply for permits?
17 I'm trying to get some clarification.

18 MR. ELHILLO: We will get the final
19 answer on that by the end of the week likely from
20 our contractors, as we're waiting for their
21 proposals, but during our site visits,
22 conceptually we're planning, as I discussed, the
23 phased build out in order to minimize any
24 required permits. So, the contractors are very
25 familiar with permits would need to be filed for

1 and they were explaining that with this strategy
2 there's very minimal, if any, that we would need
3 to be able to at least get the phase one
4 operational, given our time line. Whereas, the
5 shell space that's adjacent, definitely will
6 require permits to get it built and finished so,
7 we believe that with our current plan if we have
8 to file for any permits, they should be minimal
9 and should fit into our time line. Ideally,
10 hopefully there won't be any required and
11 obviously, we'll get all that finalized, but it
12 should be able to get built in the given time
13 line, we hope.

14 CHAIRPERSON ANDERSON: Now, so the
15 contractors that you have hired so far are mostly
16 construction contractors, is that correct?

17 MR. ELHILLO: Correct, a general
18 contractor, architect, HVAC contractor and
19 security contractors.

20 CHAIRPERSON ANDERSON: What about
21 employees? Have you hired any employees or where
22 are you in that process and if you are planning
23 to hire employees?

24 MR. ELHILLO: Yes, so we have our core
25 employee team lined up. We haven't begun

1 employing them yet because we will do so when the
2 facility is ready. They will be our day to day
3 operational staff. In the meantime, Deron and I,
4 the co-founders and managing members, are just
5 getting the facility ready for operations along
6 with our technical team and contractors. As we
7 become a week or two or a little closer to our
8 launch date, is when we will be signing up all of
9 our employees and they will be ready to begin
10 working.

11 CHAIRPERSON ANDERSON: What employees
12 will you have to hire and how many employees do
13 you plan to hire? We're talking about the
14 dispensary.

15 MR. ELHILLO: Yes, understood. There
16 will be us, the two managing members. We will
17 also have a director of sales and a dispensary
18 manager. There will be a dispensary assistant
19 manager, an inventory manager, a security manager
20 and then a pharmaceutical advisory board, which
21 are kind of consultants, who will just help us
22 gather data, analyze data on patients and help us
23 optimize our experience to serving patients and
24 treating their qualifying conditions. Other than
25 that, there would just be the "bud tenders" or

1 patient consultants, who work behind the counter
2 and interact with the patients and ask them what
3 products they are looking for and basically help
4 them select the therapeutics that they are there
5 to purchase.

6 CHAIRPERSON ANDERSON: I know, as you
7 said, you're still working on your contractors
8 and stuff, but have you bought any materials or
9 equipment or you're not at that stage as yet?

10 MR. ELHILLO: No, we're not at that
11 stage yet. I mean we received, for example, our
12 security proposal, which outlines all the
13 different types of equipment we will be
14 purchasing when it comes to surveillance, access
15 control, etc., so we do have an itemized list now
16 of our security equipment. We're still waiting
17 on the proposal from our general contractor, who
18 is working with the underlying CAD files to
19 design the space. As soon as we receive our
20 proposal from him, we will know exactly what
21 equipment we need on that front, at which point
22 we are ready to purchase our equipment and begin
23 the facility development process.

24 CHAIRPERSON ANDERSON: I know you're
25 talking about security equipment, but what other

1 equipment would you require to open the
2 dispensary?

3 MR. ELHILLO: The bulk of it is
4 security infrastructure, whether it's the vault
5 or everything relating to equipping the space to
6 be a highly secure, compliant dispensary. Other
7 than that, it's just basic equipment that any
8 retail shop would have, display shelves, point of
9 sale equipment, basic decorations.

10 CHAIRPERSON ANDERSON: Where are you
11 in that? I mean I know people complain about you
12 can't get equipment, you can't this so are you
13 sure that you'll be able to have these
14 deliverables available for opening?

15 MR. ELHILLO: Yes, when it comes to
16 the basic retail equipment, we don't foresee any
17 extended lead time. Supply chain on those items
18 is manageable and options are available. It's
19 not as if any highly specialized equipment with
20 long lead times are required. We will be able to
21 manage to source all that equipment on time.

22 CHAIRPERSON ANDERSON: Do you have
23 adequate funds at this time to get the business
24 open?

25 MR. ELHILLO: Yes.

1 CHAIRPERSON ANDERSON: I think that
2 was an easy question. I had the anticipation
3 that the answer would be yes. Do you anticipate
4 being able to open within 120 days as required by
5 Section 503.3?

6 MR. ELHILLO: Yes, we do. As I said,
7 we will definitely be continuing the
8 correspondence with ABRA and showing you all and
9 connecting with you all as we check off each step
10 in this process, but overall looking in, we do
11 believe we will be able to get our space open on
12 time.

13 CHAIRPERSON ANDERSON: Now, sir, tell
14 me what's going on with the cultivation center,
15 where are we with that?

16 MR. ELHILLO: Sure. The cultivation
17 center is in a similar position. We met with the
18 landlord, have a great relationship, finalizing
19 the terms of the lease agreement. Basically,
20 tailoring our plans there similar to the
21 dispensary, to get open as soon as possible so
22 what that means for the cultivation center, which
23 actually does have highly technical equipment
24 that does have long lead times, some relating to
25 HVAC, some relating to manufacturing equipment,

1 we will likely build it out in a two-phase
2 manner; starting out with an initial operation,
3 basically using the equipment that we're able to
4 source quickly, based on the deadline.
5 Essentially, getting all the security
6 infrastructure set up and starting off our core
7 operation and then as the next set of equipment
8 is able to arrive, we will basically expand into
9 a larger production capacity and different
10 product types. We will phase it out to try and
11 get phase one open ASAP and meet the deadline and
12 economically this should also serve the business
13 well by allowing us to grow into our full
14 capacity, begin generating revenue and start
15 working towards becoming cash flow positive
16 before we continue to invest in our
17 infrastructure and grow our operation.

18 As it stands right now, it is in a
19 similar position, awaiting proposals from
20 contractors for us to be able to give them the
21 green light to begin work and ordering equipment.

22 CHAIRPERSON ANDERSON: All right. I
23 know fundamentally the difference between a
24 cultivation center and a dispensary.
25 (Simultaneous speaking.) The dispensary, I

1 assume, you're going to product from a
2 cultivation center to open, so you can open your
3 shop tomorrow, order products, bring products in
4 and then you are open. But for a cultivation
5 center, explain to me that process.

6 MR. ELHILLO: Yes, so the process of
7 actually beginning operations there are two main
8 types of activities that are housed in our
9 cultivation center. There's the cultivation of
10 the actual plant, which the day we're able to
11 begin operations, we're able to put the seeds
12 basically to begin germinating. Whereas the
13 processing side, the manufacturing side of
14 producing cannabis infused products, that can
15 begin immediately by sourcing biomass from other
16 licensed cultivation centers in the District,
17 that are already operational. We would be able
18 to purchase wholesale from them, a starting
19 material, medical cannabis from their licensed
20 facility. It would be delivered to our licensed
21 facility and we would be able to begin processing
22 that biomass and creating a range of our
23 different cannabis infused products that we will
24 start with. That is a process that could begin
25 manufacturing a little more imminently, starting

1 from the day we begin operations as opposed to
2 cultivation where we must wait for the plant to
3 grow before we can have our first harvest and
4 sell our first batch of flower.

5 CHAIRPERSON ANDERSON: Now, do you
6 plan to, and I'm not familiar with the intimate
7 details of your license and your proposal, but do
8 you plan to sell edibles?

9 MR. ELHILLO: Yes, sir.

10 CHAIRPERSON ANDERSON: Let me ask, and
11 I forgot that you have both a cultivation center
12 and dispensary, do you plan to have edibles in
13 your cultivation center?

14 MR. ELHILLO: Yes, now whether or not
15 that is a part of our phase one operation is
16 dependent on the time lines for the equipment
17 that we'll need to source. As I mentioned, our
18 phase one will be based on what we can build in
19 120 days. So, depending on the equipment lead
20 times, it may be phase one or phase two, but we
21 do have some of the top most recognized award
22 winning operators in house and very recognized
23 for their work in the edible space. We do plan
24 on producing high quality edibles for patients in
25 D.C. to treat their medical conditions.

1 CHAIRPERSON ANDERSON: All right, but
2 you need more equipment for your cultivation
3 center and so you are aware of the equipment that
4 you'll require, so are these on order or where
5 are you with that?

6 MR. ELHILLO: We have identified the
7 equipment providers and because we have a great
8 team around us that has been in the space for
9 over a decade and have great relationships with
10 these equipment providers. We'll be able to pull
11 the trigger on those orders the second we receive
12 our proposals from the general contractors, so
13 that we can have the final layout of the space
14 and be able to finalize the equipment list
15 associated with that layout, at which point we
16 can pull the trigger on making the orders. But
17 all of the equipment is identified, the vendors
18 are identified and it's simply a matter of
19 purchasing.

20 CHAIRPERSON ANDERSON: Now, I'm not
21 saying I'm in no way an expert, but one of the
22 things the board has the opportunity to visit
23 these cultivation centers. I see they have a
24 different type of lighting. Where are you with
25 that? I mean I don't know what type of lighting,

1 you know, when we out a while back I think prior
2 to COVID, I believe that the board went to view
3 these cultivation centers, and different people
4 talked about the different type of lighting and
5 they are more specific. Where are we with that?
6 I don't believe that you can just go to the store
7 and take one of these lights off the shelf, so
8 that's what I'm asking. You have a time line so
9 where are you with that?

10 MR. ELHILLO: Right, so that falls
11 under what I was just talking about. Lighting is
12 part of the equipment list that we need for
13 manufacturing and so, different types of
14 equipment will have different lead times. The
15 lights are definitely on that list. We've
16 identified exactly our vendor and which lights
17 we're purchasing and the second our proposals
18 come in from the contractors, we'll be able to
19 identify exactly how many lights we need to
20 order, especially based on the power capacity of
21 our building and be able to optimize it to that.
22 That's another reason why it's pending the
23 general contractor's proposal. So, the second we
24 receive that, which should be in the coming days,
25 we'll be able to finalize the quantity we need

1 and execute the order for the lights as well as
2 the other required equipment.

3 CHAIRPERSON ANDERSON: So, you believe
4 at this juncture you should be able to comply
5 with the time line?

6 MR. ELHILLO: Again, I can't be
7 certain when it comes to the cultivation center
8 because I'm pending the proposal from the
9 contractors, which is going to inform exactly
10 what equipment we're going to need and then I'll
11 be able to verify the lead times for those pieces
12 of equipment, some of which I know do have a
13 relatively medium time line for when they can
14 arrive. So, I'm not able to say with certainty,
15 but I do know that we've tailored the plan as
16 much as humanly possible to get the phase one
17 built on time. I do hope that we will succeed in
18 that, so I will say yes for now with an asterisk
19 that I'm pending further data.

20 CHAIRPERSON ANDERSON: When is it that
21 if you're going to require an extension to open,
22 I mean how much lead time do you anticipate
23 providing the agency to say, are you going to
24 wait until, if you can't open on day 120, how
25 much lead time do you anticipate, if you have to

1 ask for an extension, how much lead time do you
2 believe that you will provide the agency?

3 MR. ELHILLO: If we do have to ask for
4 an extension, we will provide ample lead time to
5 the agency. As I mentioned, we plan on working
6 hand in hand with the ABRA staff throughout this
7 process, so the second we receive our proposal,
8 we will show it to ABRA staff to review and show
9 them we are. Show them our equipment list and
10 the associated lead times of every piece of
11 equipment and if the data starts suggesting that
12 we're going to need an extension, it will be
13 directly presented to ABRA as part of these
14 ongoing correspondences and definitely will not
15 be a last minute thing that we bring up. We plan
16 on being in close communication with ABRA staff
17 throughout this whole process.

18 CHAIRPERSON ANDERSON: You have, at
19 least for the dispensary, 120 days from September
20 28. The license was issued on September 28, so
21 it is 120 days from September 28 that is your
22 time line for the dispensary to open. I don't
23 believe that the cultivation center license has
24 been issued as yet. Is that correct?

25 MR. ELHILLO: I would look to you for

1 confirmation on that. We have done our best to
2 interpret the regs and all. We do see that we
3 are a registrant on the dispensary side. It was
4 a bit ambiguous at what exact date we become a
5 registrant for the cultivation center. Perhaps
6 it's after this meeting. (Simultaneous
7 speaking.)

8 CHAIRPERSON ANDERSON: The cultivation
9 is 120 days from the issuance of the license and
10 I'm not sure if the license has been issued as of
11 yet, but for the dispensary, you're on the clock
12 for the 120 days from September 28.

13 MR. ELHILLO: Yes, sir. Understood.
14 We've been operating as such and plan on pulling
15 it off.

16 CHAIRPERSON ANDERSON: Now, all right,
17 Mr. Pritchett, I went with the dispensary first
18 because it was in a sense a little bit easier,
19 but because they also have a cultivation center I
20 allowed them to go. So, now you have the easy
21 part. You know all the questions that I'm going
22 to ask, so therefore I shouldn't even ask a
23 question, you can just start off telling me who
24 are you, sir, and if you need me to repeat the
25 questions I just asked I will go through them,

1 but you get the gist. You're introducing
2 yourself to us. Go ahead, sir.

3 MR. PRITCHETT: Absolutely. I
4 appreciate the opportunity to meet with you all.
5 I know that to your point, we haven't had a
6 chance to introduce ourselves thus far, but we're
7 incredibly proud and incredibly honored to be one
8 of the selected licensees for the cultivation
9 center here in D.C.

10 As I said earlier, my name is Antione
11 Pritchett, II. I am the chief operating officer
12 and managing member of Renee and Andria Health or
13 d/b/a our d/b/a is R & A Health. We have a team
14 that's from the city, has lived in the city for a
15 long time and we have a vested interest in the
16 community.

17 Our goal is to get up and running as
18 soon as possible. We understand that the 120-day
19 mark is a very important deadline and to
20 Almustafa's point, our goal it to provide ABRA
21 with the most pertinent updates on our facility
22 as we build it out.

23 For ABRA's awareness, like we said,
24 our facility is located at 6400 Chillum Place.
25 It is an industrial warehouse space so it should

1 require minimal build out and we are also in the
2 RFP status of our build out, where we are
3 communicating with general contractors and other
4 technological firms so that we can build out the
5 infrastructure necessary to begin our operations
6 for both cultivation and processing.

7 We do 100 percent intend on meeting
8 that 120-day deadline and I cannot give you an
9 exact threshold for when we would provide ABRA
10 with notice of the need for an extension outside
11 of the parameter that the minute we know, you'll
12 know. That's usually how we run our business, we
13 like to be very communicative and that's all
14 going to be, again, as Almustafa said, I kind of
15 have to echo a lot of what came before, that's
16 going to be dependent on lead times for certain
17 types of equipment. We also do have a plan to
18 build out in a phased manner, which should lower
19 the threshold necessary for us to begin and
20 commence operations and also with regard to the
21 amount of retrofitting and infrastructure
22 installation that's required in our space. I
23 hope that answered those questions.

24 CHAIRPERSON ANDERSON: So, you're
25 still in the working with the contractor state?

1 You have not ordered anything, you're still
2 waiting for your contractor to see what permits,
3 if any, are required and what the equipment is.
4 Is that where you are?

5 MR. PRITCHETT: That is correct.

6 CHAIRPERSON ANDERSON: Now, do you
7 also have adequate funds at this time to get the
8 business ready and open?

9 MR. PRITCHETT: That is correct, yes,
10 we do.

11 CHAIRPERSON ANDERSON: All right, I
12 think that you have answered my general questions
13 and so therefore, board members, what questions,
14 if any board member has and they can ask either
15 group, the dispensary and cultivation center. Go
16 ahead, Ms. Crockett.

17 MEMBER CROCKETT: Thank you all for
18 spending this afternoon with us. I know you all
19 have been here for a minute, so I'll try to keep
20 it brief. My first question is actually for Mr.
21 Elhillo. You mentioned that you have really
22 close ties to California and that you had "top
23 award winning staff" and so my question to you
24 is, how many of these staff are D.C. residents or
25 individuals from this area, who have in fact been

1 impacted by the war on drugs, which as you
2 yourself mentioned, was so detrimental to our
3 communities?

4 MR. ELHILLO: Right, as I mentioned,
5 on a technical level while I was in northern
6 California at Berkeley, I was able to meet some
7 of these top operators so there's one or two of
8 them that will just be directors in the business.
9 They will move to D.C. and help us operate both
10 of our operations, whereas the entirety of our
11 other staff, will likely all be D.C. residents,
12 you know, the bulk of them, the ones that we have
13 lined up right now are.

14 To speak to your point about helping
15 the D.C. communities on that front, our business
16 wants to do everything that we can to help give
17 back to these communities and help create a
18 pathway for them to participate in this thriving
19 industry. For example, we've established a
20 partnership with Howard University to create a
21 job training and internship program. We have a
22 letter of intent signed with them for this and
23 really look forward to getting this program
24 started when we begin operations. Essentially
25 the concept is eligible students from Howard and

1 D.C. residents will be able to participate in
2 this program, learn about different variables in
3 the medical cannabis space, whether it's
4 licensing, real estate and facility development,
5 actual cultivation processing and retail
6 operations and then, the pharmacological side and
7 cannabinoid research side of things. We look
8 forward to building this program and programs
9 similar to basically participate in trying to
10 give back and help here in the city as well as
11 through our employment of D.C. residents. We
12 hope to help give back on that front as well. I
13 hope that answers your question.

14 MEMBER CROCKETT: I think you kind of
15 outlined the staffing needs for the dispensary,
16 but I don't think that you outlined the staffing
17 requirements for the cultivation center as in
18 depth. So, if you have a moment, can you just
19 kind of give me a run down of approximately how
20 many staff is the cultivation center going to
21 have and similarly, how many of those folks are
22 from D.C. or will you be importing them from
23 California as well?

24 MR. ELHILLO: Right, so the
25 cultivation center should have between 25 and 30

1 jobs to start. The director positions will
2 consist of a director of cultivation, a director
3 of concentrates and extracts, a director of
4 operations, director of marketing and director of
5 sales. Under them will be working a lead grower,
6 probably three or four assistant growers, about
7 seven or eight trimmers and then on the
8 processing side, we'll have a lead extractor, an
9 assistant extractor, a formulation manager,
10 probably like two formulation assistants and
11 approximately 15 packaging employees. The super
12 majority of those will be District residents for
13 sure. The only people being "imported" from
14 California is our director of cultivation and
15 director of concentrates, which are two out of
16 the list that I just went through. We do very
17 much plan on employing the bulk D.C. residents in
18 our operation and providing them with the highest
19 standard of training from the talent that we're
20 able to bring abroad and hopefully help give back
21 to our sector here and our community here and
22 push things forward.

23 MEMBER CROCKETT: Thank you. I know
24 you're doing in this in a phased approach. For
25 your first phase, what's your anticipated plant

1 count and your anticipated number of strains that
2 you'll have under your first phase and then your
3 final, when you're completely up and running,
4 what do you anticipate being your total plant
5 count at that time?

6 MR. ELHILLO: Right, those figures and
7 metrics I wouldn't be able to speak to right now
8 because they are dependent on the proposals that
9 we're going to receive in the coming days. We
10 have to tailor our plant count and our canopy to
11 the existing power capacity of the building.

12 MEMBER CROCKETT: Okay.

13 MR. ELHILLO: So, the contractors have
14 to finalize exactly what our production capacity
15 can be. As per the strains, also that figure
16 will be finalized, but we'll definitely start off
17 with a nice selection of top quality strains,
18 some of which our team members are the
19 proprietary intellectual property owner and
20 helped pushed the genetic space forward in the
21 medical cannabis sector, so we really look
22 forward to bringing some of those top of the line
23 strains to patients in D.C. The number is to be
24 finalized, but definitely we'll have a great
25 selection of strains under belt and our team's

1 belt and so, we'll definitely get right back to
2 ABRA on the final figures for our anticipated
3 plant count and number of strains as soon as we
4 can.

5 MEMBER CROCKETT: Look forward to some
6 new genetics in the city, that's exciting.

7 (Simultaneous speaking.) My final question
8 actually goes back a little bit to hiring and it
9 involves your HVAC, security, architect and GC,
10 all of your kind of subcontractors that you're
11 working with now. If you don't mind, how many of
12 them are local? How many of them might be CBEs
13 here registered in the District?

14 MR. PRITCHETT: All of them are local.
15 I need to go back and check the DSLBD on which
16 ones have CBE registration.

17 MR. COOPER: Our general contractor is
18 CBE registered in the District and he's covering
19 design and build space, so, yes, so a CBE firm.

20 MR. ELHILLO: Correct, but all of them
21 are local.

22 MEMBER CROCKETT: Great. Thank you.
23 Thank you all so much. Really look forward to
24 working with you all over the next few years. I
25 wish you all luck in this phase. I know it's

1 going to be a heavy lift to get this all done in
2 the next several months, but I wish you all luck
3 and I really hope you all are able to be
4 successful in the city. Mr. Pritchett?

5 CHAIRPERSON ANDERSON: I'd just to
6 like to add, I'm glad Ms. Crockett. I was going
7 to make sure that you asked him those same
8 questions.

9 MEMBER CROCKETT: I am. I'm planning
10 to ask him all the exact same questions.

11 CHAIRPERSON ANDERSON: All right.
12 (Laughter.)

13 MEMBER CROCKETT: Maybe I should have
14 reversed the order so that he doesn't get all the
15 previews, but yes, so, Mr. Pritchett, it's your
16 turn. I'm going to go backwards. You, like the
17 other licensees, are working with a lot of
18 subcontractors. Can you tell me how many of them
19 are local and how many of them are registered
20 CBES with DSLBD?

21 MR. PRITCHETT: Great, great question.
22 So, our goal is to work with as many, if not
23 exclusively, CBES and minority owned businesses.
24 Now, I cannot at this point because it's still in
25 the RFP process, we don't know who we're going to

1 be working with as of yet, but I can tell you as
2 a black owned and black run and black empowered
3 company, we would like to keep it all in the
4 family per se and so that is our ultimate goal,
5 is to work only exclusively with minority and CBE
6 providers here in the area and that extends, of
7 course, to our contractors and subcontractors as
8 it relates to our build out.

9 MEMBER CROCKETT: Okay, Mr. All Black
10 Everything, I'm here (Laughter.) I respect it.
11 So, can you tell me about your hiring plan along
12 those lines? Who do you plan on hiring? Who are
13 you going to have in senior managerial positions
14 and who are you going to have in lower level
15 sales positions and what mechanisms or training
16 programs might you have cooking so that we can,
17 in fact, transition folks into senior managerial
18 level, director level positions who are right
19 here from within D.C.?

20 MR. PRITCHETT: Oh, I love that
21 question because it's actually been a big
22 sticking point for us in how we sort of structure
23 what we want to do. Our plan is to put together
24 an accelerator program, so that those individuals
25 who join the company have an opportunity not only

1 to accelerate, right, their path to management
2 and leadership, but also to obtain an opportunity
3 to get some equity, some skin in the game, if you
4 would. To make sure they're invested in our
5 success the same way we're invested in their
6 development. So, our goal is to hire from within
7 the District. We know we're located in Ward
8 Four, we have a very good relationship with the
9 ANC there as well as our partners.

10 Now, to start off in our phased
11 approach, it'll be most likely two employees as
12 Almustafa's point, where we require less staff to
13 start off and then as we grow, we are looking to
14 hire initially part time from the District and we
15 already have a few individuals who have expressed
16 some very fervent interest in being a part of
17 that. From there, as you can imagine, through
18 the accelerator program, they will elevate to the
19 next level of manager and then we would bring in
20 some new personnel to kind of fill that role as a
21 trimmer or as a grower, so that we can continue
22 to feed that pipeline of talent from the
23 District. So, we do have a very robust plan to
24 pull our employees and employee base directly
25 from the District.

1 MEMBER CROCKETT: Similarly, you said
2 you're doing this phased approach, do you have
3 any idea of your kind of plant count and canopy
4 for your initial phase and what is your ultimate
5 plan for your plant count?

6 MR. PRITCHETT: Great question. I can
7 speak to the phase one aspect. Right now, we
8 anticipate having about 1,000 plants and that's
9 in the entirety of the space. As far as flower
10 canopy is concerned, we're looking at about 300
11 of that total 1,000. Right now, it's a little
12 bit small because of the space that we're working
13 with and the confines that we currently have.
14 However, we do anticipate expanding significantly
15 down the line to a number I can't quite throw out
16 just yet because that's going to depend on the
17 architectural renderings and the schematics and
18 our engineers' survey of the building and how we
19 can sort of configure it to get that number, but
20 I can tell you that it'll be a lot bigger than
21 1,000.

22 MEMBER CROCKETT: Cultivation is labor
23 intensive and you just mentioned like 1,000 plant
24 count, but you also mentioned two employees, so
25 I'm kind of concerned. I mean, you need

1 trimmers, you need a whole bunch of folks. Are
2 you going to be processing? Because, once again,
3 you would need additional staff for that. How
4 are two staff exactly going to manage this grow?
5 Are they sleeping there? (Laughter.)

6 MR. PRITCHETT: (Laughter.) We might
7 if we have to. We do love what we do, so I can
8 tell you that if it comes to that, we will. I
9 don't anticipate that being the case. The two
10 number is essentially right now in the build out
11 phase. Obviously, that will increase as we have
12 more plants under our care and all said and done,
13 we do anticipate having about 25 employees or so
14 in our facility.

15 MEMBER CROCKETT: Thank you all. I
16 really appreciate you taking your time today and
17 sharing all this information with us. I will
18 turn this over to another board member. Thanks
19 again.

20 CHAIRPERSON ANDERSON: All right,
21 thank you, Ms. Crockett. Any other board
22 members? Go ahead, Mr. Short.

23 MEMBER SHORT: Thank you very much.
24 Gentlemen, it is my extreme pleasure as the
25 Chairman stated, we saw a lot of names and a lot

1 of different things come by, but now to associate
2 faces, strong faces, I'll leave it at that and to
3 hear you speak and give your plans, the questions
4 that were asked, some were way above my head, but
5 if the questioners are satisfied, I'm completely
6 satisfied.

7 I deal more on the operational side of
8 things. I was a fireman for 33 years in the
9 city, so I left as part of the top management in
10 the fire department. But, let me say this to
11 you, Ward Three, MacArthur Boulevard neighborhood
12 you are in high cotton as they would say and on
13 Chillum Place, solid middle class communities and
14 I'm quite sure you will get a lot of applications
15 for applicants to fill the jobs that you have.

16 Also, I'd just to like to say to you
17 I heard the background, D.C. public schools. I
18 graduated from Eastern High School back in 1964
19 and I've been in Washington, D.C. for 76 years,
20 very proud of that and every time I get a chance
21 to say it, I do because Washington has changed a
22 lot in my lifetime. To see you gentlemen sitting
23 here now before this board opening up new
24 industry, new businesses, I'm so proud of you. I
25 wish you the best of success. The only question

1 I do have for you is, and I don't think I heard
2 this question asked earlier, I would like to see
3 an organizational chart of your business from
4 your hiring from the floor to the ceiling. An
5 organizational chart without names, of course,
6 would give me a better perspective of operations.
7 As I said, in the D.C. Fire Department, as a
8 chief officer, that's everything to my brain.
9 So, if I could ask, I don't know if it would be
10 permitted, the Chair would have to run that by
11 the rest of the board, but I think an
12 organizational chart would show me or give me a
13 greater benefit of what you're doing because the
14 organizational chart would say pretty much your
15 reasoning for hiring and who you need and how you
16 plan to grow from where you are today to, as one
17 gentleman said, way past 1,000 plants.

18 We did get a chance as board members
19 to visit cultivation sites that are up and
20 running now in Washington, D.C., and you could
21 imagine again me coming from the '64 class at
22 Eastern to now seeing it legalized in Washington,
23 D.C. and to the point that we, some of us, have
24 our own destinies in our own hands. So, if I
25 could ask about an organizational chart sometime

1 down the line about the information you've given
2 us already, I would be certainly appreciative of
3 that. Thank you, gentlemen, very much and when
4 you're 76 years old remember this day. Thank
5 you, Mr. Chairman.

6 MR. ELHILLO: Thank you, sir.

7 CHAIRPERSON ANDERSON: Thank you, Mr.
8 Short. Any other questions by any of the board
9 members? All right, any final comments that
10 either -- I'll start with you, Mr. Pritchett, any
11 final comments that you want to make?

12 MR. PRITCHETT: I love that you
13 started with me. I was ready to jump off mute.
14 (Laughter.) Just to say, Mr. Short, I appreciate
15 your candor. So, my grandmother's actually from
16 Southeast D.C. She graduated from Dunbar High
17 School. My family's been in this area for a very
18 long time and if I could just comment on your
19 tours that you took of some of the cultivation
20 facilities, I'm not sure you'll remember him, you
21 might because his laugh and his personality are
22 very similar to mine, but my father Antione the
23 first, was running Holistics Cultivation Center
24 in the city and he actually gave you all a tour.
25 He will be our director of cultivation, so you

1 already have a direct line of communication.
2 You've already met him. If you have any
3 questions about that aspect of our business, you
4 are more than welcome to reach out and I will
5 take a look at our application, Mr. Short, and
6 see what we can do in terms of an organizational
7 chart to provide to you.

8 MEMBER SHORT: I feel like busting
9 loose. Thank you very much.

10 CHAIRPERSON ANDERSON: All right,
11 thank you, Mr. Pritchett. Yes, sir. Okay, do
12 you have anything --

13 MR. ELHILLO: Oh, sorry, yeah, so
14 again just to reiterate, thank you so much, Mr.
15 Short, really love connecting with you. It's
16 been a pleasure. We hope to be able to continue
17 all of our legacies forward and continue to push
18 the boundaries forward, both in business and
19 giving back to the community. Really appreciate
20 all of your time. We'll be in touch very soon
21 with the organizational chart and progress
22 updates on our journey. Thank you so much.

23 CHAIRPERSON ANDERSON: All right,
24 thank you, gentlemen, for being here today. One
25 of the things I just want to say on the record,

1 we are an agency who we're not a gotcha agency.
2 We work with our licensees and we are an agency
3 where we will hold your hands to make sure that
4 you comply with the law. You shouldn't feel that
5 if there are struggles that you should not come
6 to the agency and ask the agency to ensure that
7 you comply with the law. That's one of the
8 things I try to tell new licensees, this agency
9 is open to hold your hands, to make sure that you
10 comply with the law, to educate you in the law.
11 I hope that you take advantage of that because I
12 do not want to see licensees when they get in
13 trouble, because the board doesn't like that
14 because we allow you an opportunity where all
15 these are preventable.

16 One of the reasons why I ask about you
17 have a 120-day time line to open, we hope that
18 you open in 120 days, but I would hope that on
19 day 119, you're not going to come to us on day
20 119 and say, oh by the way, we're supposed to
21 open tomorrow and we're not going to. That's one
22 of the reasons why I've asked that. As I'll
23 state again, we're not a gotcha agency. We are
24 an agency who will work with all our licensees,
25 alcohol or cannabis, to make sure that you're

1 compliant with the law. I can't say it anymore,
2 reach out to the agency, we will ensure that you
3 along with all our licensees succeed, but if you
4 refuse to take the technical information that
5 we'll provide to you, the board will throw the
6 hammer at you when you fail to comply with our
7 rules and regulations. That's because we're open
8 for you to ensure that you succeed. I hope that
9 you succeed and we look forward to working with
10 you once you open up and for sure, the board will
11 come out and do a tour of the facilities once
12 they are open. (Simultaneous speaking.) Yes, Mr.
13 Grandis?

14 MEMBER GRANDIS: I don't mean to
15 interrupt you, but when you've finished, I do
16 have a question for each of them.

17 CHAIRPERSON ANDERSON: I thought we
18 were done, Mr. Grandis, that's why I was
19 (Simultaneous speaking.)

20 MEMBER GRANDIS: I thought so, too,
21 but I have a slow mind, you know.

22 CHAIRPERSON ANDERSON: What is the
23 question that you have, sir?

24 MEMBER GRANDIS: Well, I'd like to ask
25 them, okay?

1 CHAIRPERSON ANDERSON: That's what I
2 said, go ask the question, that's why I said,
3 what is the question.

4 MEMBER GRANDIS: Thank you. It's a
5 real pleasure as all of us have said to really
6 meet you all face to face and for you all to know
7 that while we are a regulatory agency, yes,
8 please as the Chairman and I think as Rafi and
9 even Mr. Short has said, we're on your side,
10 okay? You need to be in compliance, but never
11 fail to feel if you have questions, ask any of
12 our ABRA staff.

13 The question I have is, now that you
14 all are licensed and you'll have businesses here,
15 do you have any advice to the city on how to get
16 rid of the 1,000 or so illegal retail outlets
17 that are almost on every corner? Because this is
18 your industry, maybe you all have some insight on
19 what we should be doing because I am very
20 concerned that we will not get recreational until
21 this problem is resolved, among other problems.
22 Do you either one of you all want to just say
23 from your personal knowledge, or if you've talked
24 amongst yourselves in your industry, how can the
25 city close these places?

1 CHAIRPERSON ANDERSON: I think that's
2 an unfair question to ask.

3 MEMBER GRANDIS: No, I don't think so
4 (Simultaneous speaking.) they may have a comment.
5 I don't think it's outside the wheelhouse.
6 They're in the industry, we're not, Mr. Chairman.
7 Let them answer, if they don't want to answer
8 they don't have to. They're going to be legal,
9 we want to support them. So, do either one of
10 you all have any suggestions at all? I'm sure
11 you all must know better than I do about what's
12 going on out there.

13 MR. PRITCHETT: I'll jump in. I have
14 thoughts. Obviously, this has not been a secret
15 and it's something that's been on our minds
16 knowing that we're going to jump through all
17 these hoops and over all these hurdles to be
18 legitimate and to be legal. So, my understanding
19 of the illicit market, my recommendation would be
20 to create a path for licensure for a select few
21 of those dispensaries, right? Because the
22 regulations that we're subjected to are far
23 different than the ones they currently operate
24 under and because of that disparity, I'm sure
25 there are a number that would be in violation if

1 they were to be awarded a license overnight. For
2 example, due to proximity to a school or to a
3 park or to a church and those, I think, are sort
4 of outside the bounds of ABRA regulation because
5 they already are in violation of what the
6 licensing protocols state. However, for those
7 that are not, I think that a similar application
8 process to transition to legitimacy, which
9 includes oversight, regulatory inspections and,
10 of course, taxes because I know that they don't
11 pay what we pay and to include giving them the
12 resources and ability to make that transition.
13 Now, I would venture to guess that's a very small
14 percent of them, but I think that's important
15 right, so that we don't overwhelm the D.C.
16 market. It's not a large city and we don't need
17 thousands of dispensaries, so capping that number
18 whether it's a proportional or a fixed number,
19 and giving them a legitimate path to licensure,
20 not an easy one, but a legitimate one where they
21 have to be subject to the same regulations and
22 compliance that we do, I think that's the way to
23 go.

24 MEMBER GRANDIS: Thank you.

25 MEMBER SHORT: Mr. Chair, please let

1 me comment. Mr. Chair?

2 CHAIRPERSON ANDERSON: Go ahead, Mr.
3 Short.

4 MEMBER SHORT: Thank you very much.
5 My advice to you three gentlemen is leave that
6 out of your heads. You have a deadline to meet.
7 Don't worry about what seems to be out of control
8 at this time. The city is coming up with plans.
9 Stay on your horses and get your businesses up
10 and running. You don't have time to worry about
11 them. We will take care of the law and the
12 rules, we'll take care of them. I promise you.
13 I've been here, like I said, for 76 years. Just
14 mind what you are doing now and don't function on
15 anything else. Leave that alone. Thank you.

16 MEMBER GRANDIS: As you can see, we
17 all don't agree, but I will say, Mr. Pritchett,
18 you actually have given me some good food for
19 thought of addressing maybe a small part of the
20 problem that I don't think has been discussed.
21 So, I want to thank you and, yes, you need to get
22 into your compliance and on time, but I believe
23 you all are in that battle and I believe you all
24 have good intelligence and knowledge to provide
25 us. So, thank you, Mr. Pritchett. Thank you so

1 much. Thank you, Mr. Chairman, for letting me
2 have an opportunity to broaden the scope. So,
3 thank you very much.

4 CHAIRPERSON ANDERSON: Thank you, Mr.
5 Grandis. Thank you, gentlemen. The political
6 branch of our city is working on legislation to
7 hopefully address that issue. Until the
8 political branch of the city addresses, we are
9 the regulator and I'm not sure -- we do not have
10 enforcement ability on the industry currently,
11 both legal and illegal. Anyway, thank you very
12 much for your presentation here today. It's good
13 to put faces with names and good luck. Have a
14 great day. Thank you very much.

15 MR. ELHILLO: Thank you so much.

16 MR. PRITCHETT: Thanks so much, Mr.
17 Chairperson.

18 MEMBER GRANDIS: Thank you.

19 MR. PRITCHETT: Thank you, ABRA board
20 members. Bye-bye.

21 (Whereupon, the above-entitled matter
22 went off the record at 4:14 p.m.)
23
24
25

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In the matter of: Bouquet Labs DC

Before: DC ABRA

Date: 10-26-22

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