



**HAROLD COHEN ASSOCIATES, INC.**

MANAGEMENT AND DEVELOPMENT  
393 TOTTEN POND ROAD  
WALTHAM, MASSACHUSETTS 02154-2013

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August 3, 2017

RE: Medical Marijuana Dispensary Proposed for Mercer Road

Board of Selectmen  
Town of Natick  
13 East Central Street  
Natick, MA 01760

To the Board of Selectmen, Natick Massachusetts,

HC Atlantic Development LP, owners of Sherwood Plaza, believes there are two compelling reasons for the Board of Selectmen to refrain from offering a letter of non-objection. First, the Commonwealth of Massachusetts RMD application for Natural Remedies' has expired and therefore should no longer be considered. Second, only six days ago, Governor Baker signed the revised recreational marijuana laws. We believe that more time is needed by both the Town and interested parties to understand the impact these changes may have on establishing an RMD at this (or any) location in Natick.

Furthermore, we have done considerable research concerning medical marijuana dispensaries before and after the introduction of recreational marijuana dispensaries and the impact is quite significant. Reductions in medical card applications can be as high as 40% (Alaska) after introducing recreation marijuana sales. The barriers to medical marijuana such as registration card, doctor/clinic appointment, annual renewal and tracking of purchases drives low volume purchasers to the recreational marijuana sites. A common argument put forth by the proponents of medical marijuana is that the price difference provides adequate market force to keep medical marijuana sites financially healthy. Evidence from other states suggest differently and will force medical marijuana dispensaries to lobby aggressively for access to the recreational marijuana market. We contend that the afore mentioned problems and competitive pricing between medical dispensaries will nullify the 20% sales tax differential.

We also see a potential risk of future expansion of medical marijuana dispensaries. Given state regulatory changes or even market pressures, like those outlined above or any of the many other market pressures that impact all businesses, the town may face that difficult decision. Allowing medical marijuana dispensaries to "expand" into the

recreational marijuana business would be enabling a “use” that the voters and stakeholders never approved.

As marijuana issues are very fluid right now, introduction of any dispensary (medical or otherwise) appears to open the door to a great deal of legal and regulatory questions and risk.

Lastly, we understand the position of the board with respect to the applicant. To that end, we offer this suggested process:

1. Suspend the current applicant process (may not be needed if Natural Remedies Inc. application has already expired)
2. Allow voters to vote on a moratorium and/or ban on recreational marijuana in Natick
3. After a moratorium or ban is in effect, proceed with any new RMD applications

We think that both we and all the residents of Natick can fully support an RMD in the area after a moratorium or full ban on recreational facilities in Natick is in effect. In closing, we hope the Board of Selectmen will consider not granting a letter of non-opposition at this time.

Yours truly,



David Cohen Pratt  
HC Atlantic Development LP

CC: BRUCE LEADER, HC ATLANTIC DEV. LP  
FREDRIC COHEN, HC ATLANTIC DEV. LP  
JAMIE ERRICKSON, TOWN OF NATICK