

April 9, 2018

Jonathan M. Silverstein
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BY ELECTRONIC MAIL (jerrickson@natickma.org)

Mr. James Errickson
Director – Community & Economic Development
Natick Town Hall
13 East Central Street
Natick, MA 01760

Re: Proposed Terms of Engagement- Zoning and Regulation of Marijuana Establishments

Dear Mr. Errickson:

I am writing as an officer of KP Law, P.C. (“Firm”). You have indicated that the Town of Natick wishes to retain the services of the Firm to advise and assist with respect to consideration, crafting and adoption of zoning and/or other regulations relative to medical and adult use marijuana establishments (“Project”). At your request, this letter serves as a proposal as to scope of work and fees for legal services in furtherance of the Project.

As you know, the Firm serves as town counsel or city solicitor to over one-third of the municipalities in the Commonwealth and as special counsel to many others. The Firm has extensive experience in zoning and other land use law and is uniquely qualified to undertake the Project at your request. In particular, the Firm has been at the forefront of advising municipalities regarding the regulation of marijuana establishments. Katherine Laughman, one of the Firm’s senior land use attorneys, has become the preeminent legal authority in the Commonwealth in the emerging area of marijuana regulation and is a frequent speaker on the subject. In addition to presenting at numerous municipal public forums and hearings related to marijuana regulation, Katherine has been an invited speaker on numerous panels, along with members of the Cannabis Control Commission, including the following:

- Stoughton Wellness Coalition, January 27, 2017
- North Shore Regional Policy Makers Forum, April 28, 2017
- Norther Middlesex Council of Governments – Citizen Planner Training Collaborative Workshop, November 1, 2017
- Old Colony Planning Council – Citizen Planner Training Collaborative Workshop November 14, 2017
- Massachusetts Municipal Association Annual Meeting and Tradeshow, January 19, 2018 (jointly presenting with Commissioner Kay Doyle)
- Central Massachusetts Regional Planning Commission, February 2, 2018 (jointly presenting with Commissioner Kay Doyle)

- Citizen Planner Training Collaborative Annual Conference, March 17, 2018 (jointly presenting with Commissioner Kay Doyle)

Upcoming Speaking Engagements:

- Western New England University – sponsored by the Social Law Library, May 16, 2018 (jointly presenting with Commissioners Britte McBride and Shaleene Title)
- Merrimack Valley Regional Planning Commission – date TBD

Copies of Katherine's resume and brochures/promotional materials for some of these events are enclosed for your reference. In addition, the firm has issued guidance to its client communities as this area of law has developed. Examples of these guidance materials are also enclosed.

In addition to Katherine, I would also assist the Town with this project. I also have advised numerous municipal clients with respect to marijuana related matters, and I have extensive experience negotiating host community and land development agreements with respect to various development and rezoning efforts. I have included my resume with this letter as well.

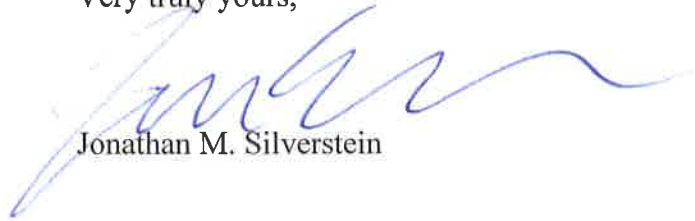
Fees

The Firm proposes that legal services in furtherance of the Project be provided at a rate of \$200.00 per hour, billed in 1/10th hour increments. If utilized, paralegals are charged at \$100.00 per hour. We do not otherwise charge for work by clerical staff or non-attorney personnel. We bill travel time on a portal to portal basis. Mileage is charged at the rate allowed by the Internal Revenue Code. Disbursements are charged at cost, without markup, for out-of-pocket disbursements. We send itemized bills monthly, and can provide interim status reports when and as requested.

As we discussed, the Firm is deeply cognizant of fiscal constraints and pressures facing municipalities. Katherine and I will remain in constant communication with you regarding the time being spent on the Project and will only undertake work on the Project under your direction.

Thank you for the opportunity to work with the Town on this interesting Project. If you need additional information about the Firm, or have any questions concerning the terms of the proposed engagement, please do not hesitate to contact me.

Very truly yours,



Jonathan M. Silverstein

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Enc.

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