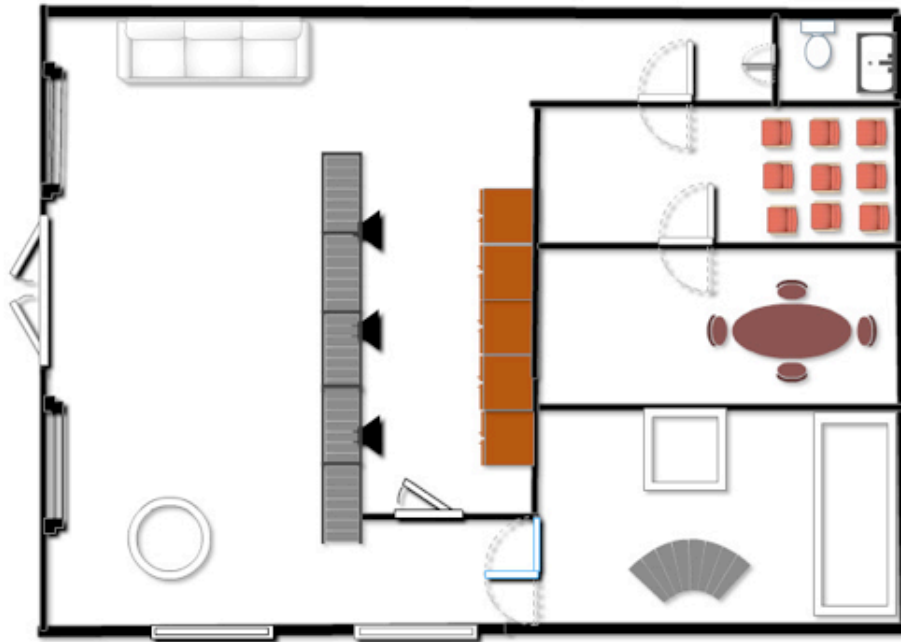


Chapter Four Dispensary Design



Designing your dispensary is something that requires a lot of thought before the first nail is hammered or the first stroke of paint is brushed on. There are a number of elements that must be considered, including work flow, security, patient comfort and merchandising.

One of the first things to consider is placement of inventory, it's ability to be reached, rung up, and accounted for. Another important part of the marijuana industry for the time being is the consideration that almost all transactions are done in cash. Make it easy for your patients - buy or lease an ATM for your lobby or installed outside of the building. The list below is not exhaustive, but they are all important elements to consider, to integrate, and to put on paper before you start on construction. Remember, it's easier

and cheaper to throw out a piece of paper you've designed your dispensary on rather than to start pulling down shelves, cabinets and trying to move bolted down safes. Once again, before you hammer in a single nail, it is imperative that you put together a budget. There are a number of components you must budget for, and also advanced planning for insuring zoning is correct, that your landlord is on board with your opening a medical marijuana dispensary, and that you have complied with all regulations regarding setbacks, as discussed below.



A. PERMITS – One of the most important parts of the construction of a dispensary is having the right permits in place before starting to build. Consult with a knowledgeable contractor, and make sure your zoning is all lined up. Many cities and towns have limited the areas where medical marijuana dispensaries can be sited. There are set backs for schools, churches, playgrounds, etc. Remember – once you've signed a lease, you own it. Make sure your lawyer inserts a clause that if zoning is changed or the building permits are denied, you have a way out. Don't let it get that far – speak to zoning officials, town permitting specialists, etc. to insure you're able to place your dispensary where you have chosen. Along with the mandated medical marijuana dispensary permits, check with the town to see what business licenses, sales tax licenses, and other permitting is necessary to open a business. Your lawyer should be consulted about obtaining a federal employer identification number, and any necessary state withholding information regarding payroll.

B. RETAIL DISPLAYS – Some states and localities have specific laws regarding displaying medical marijuana, including keeping it out of reach of patients, and only providing pre-packaged inventory. Some states are more liberal, and will allow "budtenders" (dispensary employees who package and inventory medical marijuana) to take out display buds, and then trim and weigh them for customers. When designing your dispensary, it is important to have any sort of trimming done facing the customer so they can see exactly what they're buying, and it also allows the budtender to look up and observe customer