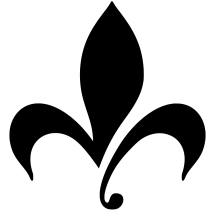


trinity naturals

DMS Trinity, LLC

# **Malden City Council Meeting - April 26, 2022**



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DMS Trinity, LLC

# INTRODUCTION & OVERVIEW

DMS Trinity, LLC d/b/a Trinity Naturals proposes to operate a Marijuana Establishment under 935 CMR 500.050 for the purposes of retail sales of cannabis to consumers at 36 Charles Street, Malden, MA.

36 Charles Street is located in the Industrial II zoning district. The proposed facility will not require any variances.

This presentation addresses the following:

- Company Overview, including information on principals and consultants
- Community Impact
- General Operations, including sales process
- Store Design and Access
- Proposed Floor Plan
- Parking



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### DMS Trinity Principals:

- Bring experiences from both private companies and non-profit organizations.
- Were raised and/or currently live in the Greater Boston area.
- Are employed by both small businesses and larger companies.

In addition to this, DMS is working with the following consultants:

- Ms. Jean Casale, R.Ph, registered Pharmacist with a focus on cannabis and its related products
- Mr. Jerry Gallo, Retired - Alcohol, Tobacco, and Fire-Arms (ATF) Agent
- Mr. Evan Dolber, lifetime Malden resident, well-respected retail professional in the cannabis industry

DMS continues to build positive relationships with local community residents, leaders and stakeholders

DMS is committed to supporting local businesses and employing residents.

DMS is a member of the Malden Chamber of Commerce.

## COMPANY OVERVIEW



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DMS Trinity, LLC

# Mary Susan Blout

- Mary Susan and her husband, Jason, reside in Stoneham and have three children.
- She is a lifelong parishioner at St. Patrick in Stoneham and has taught religious education for 25 years.
- Mary Susan has worked in Boston media for over 25 years, working at WGBH for the last 20 of those years and as a consultant and independent manager of various media projects.
- During her time at WGBH, she helped produce a professional development video library for teachers recorded at the Ferryway School in Malden.
- Mary Susan's father, Dr. Bernard Halpin Jr., was a graduate of Malden Catholic High School, class of 1958.



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# Angelina Ventouris

- Angelina and her husband, Teddy, have three children.
- She is a real estate developer and property manager for several apartments in downtown Boston.
- Angelina's oldest daughter, Maria, suffered from a stroke while she was a toddler and is now paralyzed on her right side of her body. One of Angelina's goals in creating DMS is to remove the stigma attached to marijuana and help make it more accessible to stroke victims.



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# Steven Byrne

- He works as a real estate developer in the greater Lowell area and is a licensed Contractor.
- Steve was a victim of the Boston Marathon Bombings in 2013 and suffers from PTSD due to the attack.
- Steve has successfully used marijuana to manage his PTSD and seeks to make it more accessible to people suffering from similar afflictions.
- Steve has accumulated vast knowledge about cannabis and its benefits.



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## Dylan Handy

- Dylan works in real estate technologies at his family's business, Elm Street Technology.
- Dylan's specialty within sales and marketing is social media.
- Dylan is a real estate investor through his own company, Handy Properties, LLC.
- His experience includes managing successful start-ups through maximizing technology and modern marketing methods.
- Active in the LGBTQ+ community and charities, including AIDS Action, Boston Pride, and Rhode Island Pride.



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## Brian Collins

- Brian grew up in Dorchester, MA and has been a resident of Swampscott, MA since 1997.
- He has two sons, Cole, currently enrolled at Norwich University, Military College of Vermont and Mace, enrolled at St. John's Prep High School in Danvers, MA.
- Brian has been an electrician for over 35 years and formed his company, BCE in 2006.
- BCE has recently helped set up multiple Covid-19 vaccination sites for Fallon Ambulance.
- Brian is a 1984 graduate of Blue Hills Regional Vocational Technical High School.





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## Jean Casale, R. Ph.

- Jean is a retired Pharmacist who worked in the Pharmaceutical industry for over 40 years.
- Jean has experience in retail community pharmacy, hospital pharmacy, long term care and most recently at the State Office of Pharmacy Services serving the Department of Correction and the state hospitals.
- Board of Directors for Sage Cannabis (now Sira Naturals) for 7 years.
- During her time at Sage Cannabis/Sira Naturals, Jean participated in the application process start to finish for the build out of a state-of-the-art cultivation facility in Milford, MA and the establishment of 3 retail dispensaries in MA (Cambridge, Somerville and Needham).
- Jean is well informed on the policies and procedures of medical cannabis with an extensive knowledge of medical cannabis drug interactions with prescription drugs.



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# Evan Dolber, Retail Consultant

- Evan was born and raised in the Greater Boston area.
- He made his way into the cannabis industry in 2016 as a budtender on the inaugural staff of the seventh medical dispensary to open in Massachusetts.
- Evan's retail experience covers accessories, selection, PSA creation, as well as the training and educating of all staff.
- In over four years of professional cannabis experience, Evan has held multiple Director-level positions including: Director of Product Manufacturing and Wholesale, Director of Operations, and currently Director of Retail at Native Sun, Hudson, MA.



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# Gerard “Jerry” Gallo, Security

- Jerry served over 34 years as a special agent with the US Bureau of Alcohol, Tobacco, Firearms and Explosives.
- After his retirement, Jerry has used his specialized law enforcement training and expertise to provide firearms training and security risk consulting services.
- He spent 15 years as a member of the Special Response Team, conducting scores of law enforcement operations and executive protection missions. Jerry was ATF’s lead firearms instructor in New England, training federal, state, and local police in firearms and tactics. Jerry has a Bachelor’s Degree in Criminal Justice.
- In-addition to his law enforcement credentials, Jerry is also a Massachusetts State Police Certified Basic Home Safety and Law Enforcement Officer Safety Act Instructor, and NRA Basic Pistol. Jerry along with Gontrand Andre will oversee security operations and training for our Cannabis Retail and Dispensary Clients.



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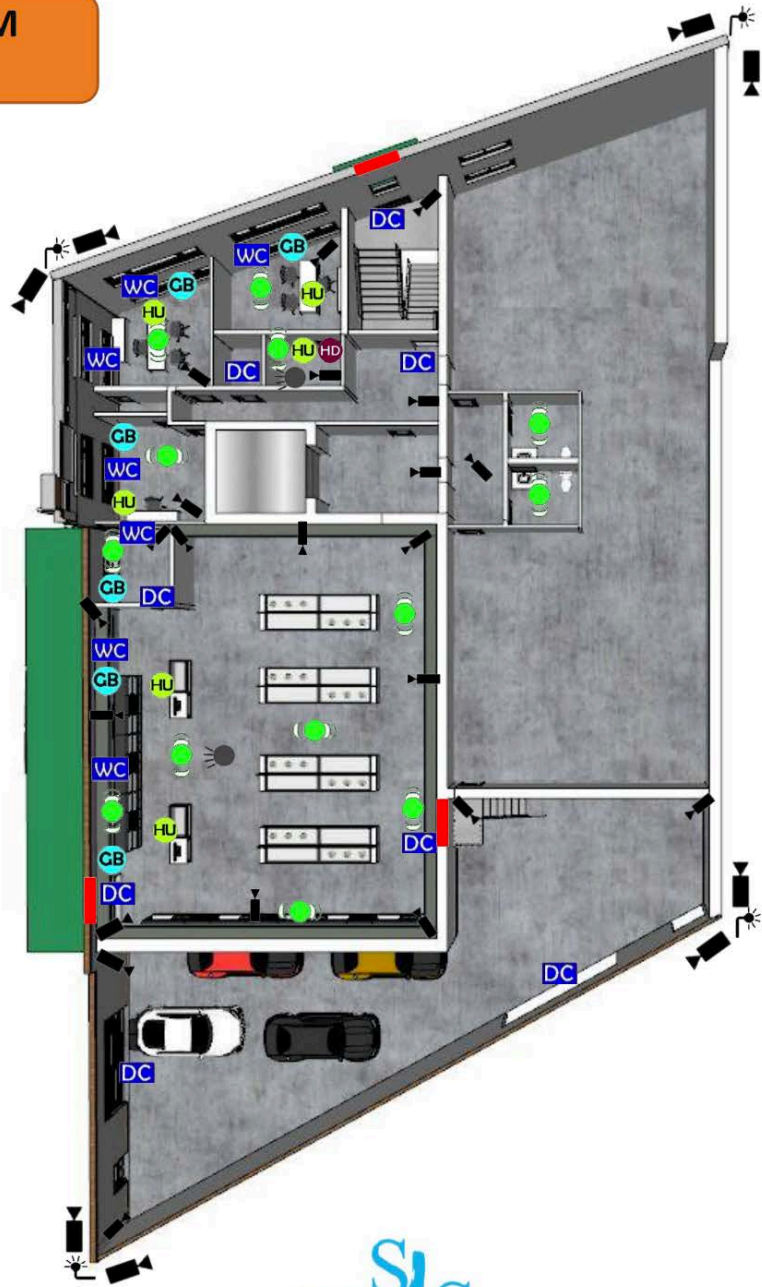
# Gontrand Andre, Security

- Owner of One Protection Security, 2017-Present.
- Security Supervisor for Rite Aid Pharmacy, 2013-2017
- Brooks/Eckerd's/Maxi Drug company, Loss Prevention Specialist, 2001-2006. Protected company's assets from internal and external thefts. Implemented training programs to reduce store shrinkage. Conducted surveillance and internal investigations. Installed, serviced, and maintained stores CCTV systems. Monitored inventory and controlled substances in pharmacies. Worked closely with local police departments and prosecutors.
- On-the-job shadow training with the Lynn, MA Police Department and computer training with FEMA.
- Up-to-date Watch Guard License and License to Carry.

# SECURITY PLAN

- DMS' security consultant will design and implement a Security Plan with the review and approval of the Malden Police Chief.
- The plan will show all security measures for the site to protect the property from theft or other criminal activity – including indoor delivery, a high-definition camera system, internal and external filming of the property, central station alarm with cellular backup and 24-hour monitoring offsite, as well as a generator backup for security measures.
- The plan will include how marijuana and marijuana products are transported to and from the location to ensure the safety of employees and the public.
- DMS will accept both cash and debit card payments at the store and use encryption software and the latest generation point of sale hardware to protect and secure our payments.
- We will have an onsite vault to maintain excess cash on the property.
- DMS will have a security guard on site at all hours of operation.

# SECURITY SYSTEM LAYOUT



## LEGENDS:

-  360 ° PIR MOTION / ALARM
-  HOLD UP / PANIC ALARM
-  GLASS BREAK DETECTOR / ALARM
-  HEAT DETECTOR / ALARM
-  DOOR CONTACT / ALARM
-  WINDOW CONTACT / ALARM
-  CCTV CAMERA
-  PT2 360 ° CAMERA
-  CCTV DOME CAMERA
-  FIRE EXIT DOOR



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# Denis Pinhone Dos Santos

- Emigrated from Brazil in 2008 not knowing anyone in the U.S. and speaking little English. Denis became a U.S. citizen in March 2021.
- After learning the language, Denis switched careers, and possesses a decade's worth of experience in customer-facing retail.
- Denis educated himself on the benefits of cannabis for anxiety, opting out of traditional anxiety prescriptions and has had his medicinal card for several years.
- Denis self-studied chemical plant science and understands the general mechanics of both inside and outside grow operations.
- Learned to grow, harvest, cultivate, and manufacture his own limited marijuana crop.



# EMPLOYMENT DIVERSITY PLAN

DMS' focus on diversity stems from our ownership team and will be shown in our employee diversity, reflecting a realistic cross section of the Malden Community, most especially, those in protected classes.

- 60% of our employee base will be sought in Malden and we intend to find these employees by doing the following:
  - Local Job Fairs
  - Working with City Departments who can provide directives on local candidates
- We will prioritize qualified residents of Malden, who are from the following demographics:
  - Women
  - Minorities
  - People with disabilities
  - Veterans
  - People of all gender identities and sexual orientations





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## COMMUNITY IMPACT

DMS' diverse management team will aid in connecting across a large range of different groups of people, including various protected classes.

DMS aims to support and enter into the community of Malden as a positive active member through:

- Providing a safe and secure cannabis retail facility.
- Educating the residents of Malden about use of cannabis and its related products.
- Supporting addiction programs and creating educational curricula for students of all ages.

In addition, DMS will:

- Utilize local businesses to support the economy in Malden.

DMS has:

- Joined the Chamber of Commerce.
- Retained and used local businesses throughout its application process.



# DISPROPORTIONATE IMPACT PARTNERSHIP

DMS' diverse management team has partnered with Fenway Health/AIDS Action of Boston, a signed Letter of Intent is on file.

DMS aims to support this outreach partner and provide both financial and management assistance through:

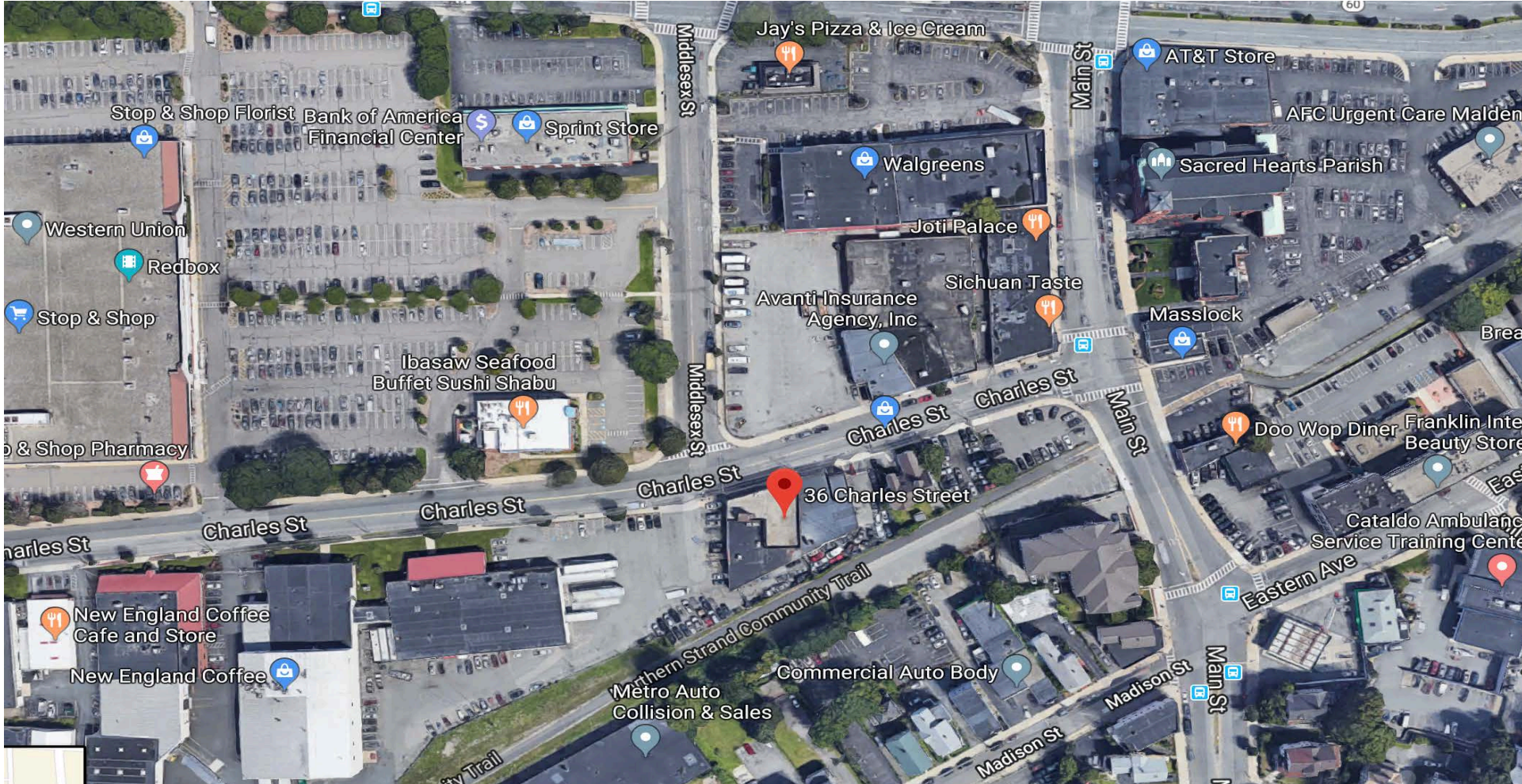
- Providing, a safe and secure space within our facility at the request of leadership at Fenway Health/AIDS Action
  - Provide mentors from DMS – both staff and management
  - Allowing access to office space, conference space, computer, Wi-Fi access, printer, and other office materials to the participants in the program

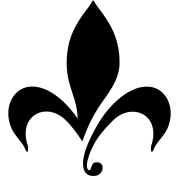


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DMS Trinity, LLC

# LOCATION-36 Charles Street





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DMS Trinity, LLC

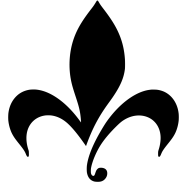
## **PARKING & TRAFFIC**

### **Parking:**

- The retail store will occupy approximately 2,468 square feet, factoring in: offices, break room, 2 bathrooms, security room, vault, and conference areas. The building total space is 13,017 square feet.
- We have secured 21 dedicated parking spaces at the property with an addition 4 indoor garage spaces.
- We are located approximately 300 feet from public parking and can secure additional parking through the public parking programs.
- Examination of the usage of the closest lots shows they are underutilized during Trinity Naturals' expected peak hours (nights and weekends).

### **Traffic:**

- DMS Trinity has secured the services of Greenman-Pedersen, Inc., Rebecca L. Brown, Senior Project Engineer, who has already provided a comprehensive traffic impact assessment.
- The proposed parking supply of 25 spaces will exceed zoning requirements and will be adequate to accommodate the anticipated peak parking demand generated by the development.
- Based upon any traffic study, DMS will cooperate with the City and neighboring businesses to implement necessary mitigation plans.
- DMS has begun due diligence on the issue and has been in communication with the Ward Councilor. We are prepared to work with the City and our neighbors to do our fair share in addressing traffic concerns.



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# **LOCATION SITE PLAN:**

# PLAN OF LAND

## NO. 36 CHARLES ST. MALDEN, MA

OWNED BY  
ROSANNE J. SPINNEY, TRUSTEE  
THE CHARLES STREET  
REALTY TRUST 2020

SCALE : 1" = 50'

JUNE 10, 2021

REV. 02-07-2022



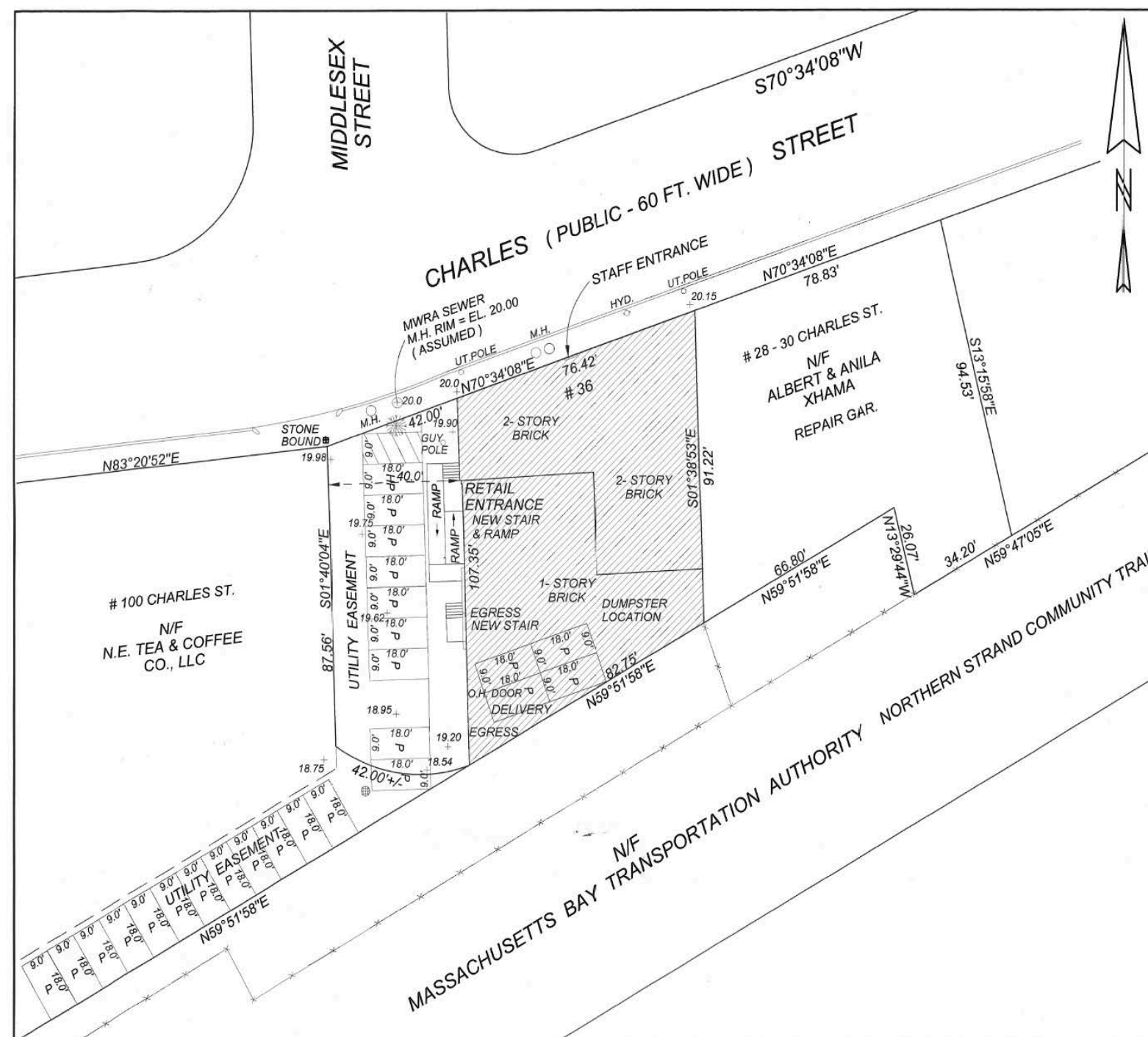
ZONED : INDUSTRIAL 2

LOT AREA	11,255 +/- S.F.
FRONTAGE	118.42 FT.
FRONT	0 FT.
SIDE	0 FT.
OTHER SIDE	40.0 FT.
BLDG. COV.	63.8 %
HEIGHT	< 30 FT.



*John J. Russell*

JOHN J. RUSSELL, P.L.S.  
645 SUMMER AVE.  
MALDEN, MA



**PROJECT:**  
**New Dispensary at**  
**36 Charles Street, Malden, MA 02148**

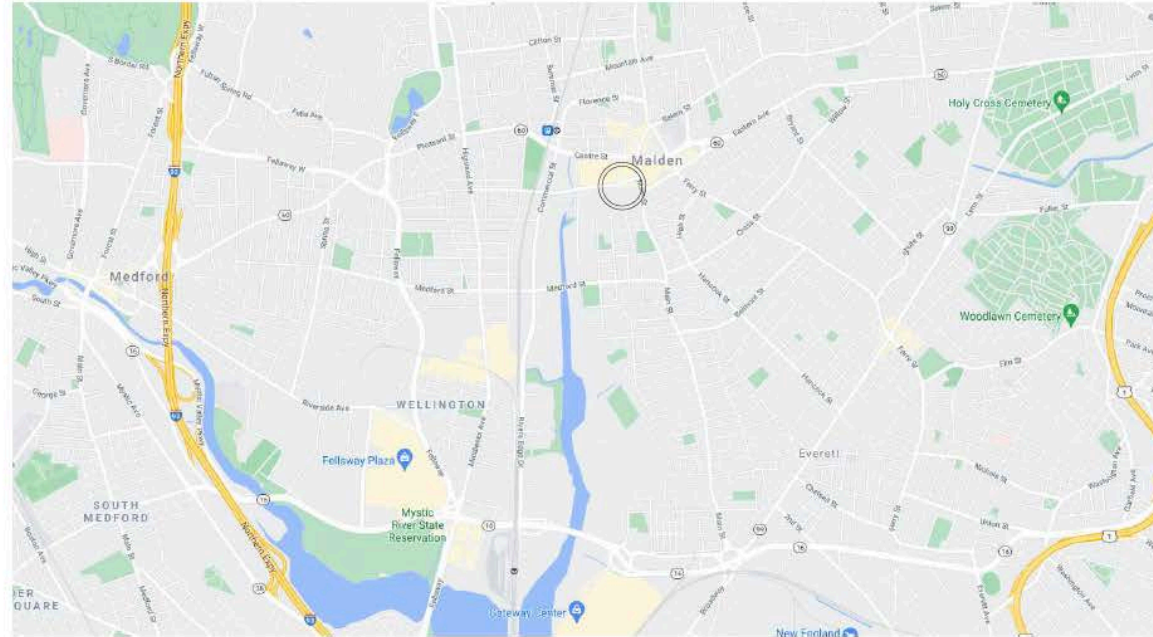
**LIST OF DRAWINGS**

T-1 COVER, LIST OF DRAWINGS, KEY SYMBOLS, ABBREVIATIONS, SITE PLAN

**ARCHITECTURAL DRAWINGS**

- A-1.0 SITE PLAN
- A-2.0 FIRST FLOOR PLANS
- A-3.0 BASEMENT & SECOND FLOOR PLANS
- A-4.0 EXISTING AND PROPOSED ELEVATIONS

**LOCUS MAP**



**KEY SYMBOLS**

- INTERIOR ELEVATION SYMBOL
- DRAWING TITLE
- NOTE KEY
- DIMENSION TO STUD
- DIMENSION TO FACE OF FINISH MATERIAL
- DIMENSION TO CENTER LINE

**ABBREVIATIONS:**

A.F.F.	ABOVE FINISH FLOOR	CL	CAULKING	D.S.	DOWN SPOUT	FR	FRAMING	LHR	LEFT HAND REVERSED	N.I.C.	NOT IN CONTRACT	RCP	REFLECTED CEILING PLAN	SUSP.	SUSPENDED
ACOUS.	ACOUSTICAL	CLS	CEILING	DWR	DRAWER	FUR	FURNIS	L.G.M.	LIGHT GAUGE METAL	NTS	NOT TO SCALE	REFR.	REFRIGERATOR	SYM.	SYMMETRICAL
ACT	ACOUSTICAL CEILING TILE	CEM	CEMENT	DWG	DRAWING	GALV	GALVANIZED	FR	FRAMING	NO.	NUMBER	REINF.	REINFORCED	TEMP.	TEMPORARY
ADJ.	ADJUSTABLE	C.L.	CENTER LINE	EA	EACH	GA	GAUGE	L.F.	LINEAR FEET	O.C.	ON CENTER	RELOC	RELOCATE	TH	THICK
AGGR.	AGGREGATE	CER	CERAMIC	E	EAST	GC	GENERAL CONTRACTOR	LR	LIVING ROOM	OPNG.	OPENING	REQ	REQUIRED	TME	TO MATCH EXISTING
ALUM.	ALUMINUM	CT	CERAMIC TILE	ELEC	ELECTRICAL	GL	GLASS	LP	LOW POINT	OPP.	OPPOSITE	RH	RIGHT HAND	T.W.	TOP OF WALL
ALT.	ALTERNATE	CIR.	CIRCLE	ELEV.	ELEVATION	GWB	GYPSSUM WALL BOARD	MFG.	MANUFACTURER/	OZ.	OUNCE	RHR	RIGHT HAND REVERSED	T	TREAD
ADA	AMERICANS WITH DISABILITIES ACT	C.R.	CLASSROOM	ENGR.	ENGINEER	HP.	HANDICAP	MAS	MANUFACTURING	O.D.	OUTSIDE DIAMETER	RD	ROOF DRAIN	TYP.	TYPICAL
APPROX	APPROXIMATELY	CLR.	CLEAR	EQ	EQUAL	HST	HEIGHT	MAS	MASONRY	QA	OVERALL	RM	ROOM	VER.	VERTICAL
ARCHT.	ARCHITECT	CLO.	CLOSET	EPDM	ETHYLENE PROPYLENE	H.C.	HOLLOW CORE	M.A.B.	MASONRY OPENINGS	PNT	PAINT	R.O.	ROUGH OPENING	VEST.	VESTIBULE
ARCH.	ARCHITECTURAL	COL	COLUMN	EXIST.	EXISTING	HMV	HARDWARE	M.A.B.	MASONRY OPENINGS	PNTD	PAINTED	R.T.	RUBBER TILE	V.B.	VINYL BASE
A.D.	AREA DRAIN	COMM.	COMMUNICATION	ETR	EXISTING TO REMAIN	HW	HOT WATER HEATER	MAAB	MASONRY ARCHITECTURAL ACCESS BOARD	FR	FAIR	SCHED.	SCHEDULE	VCT	VINYL COMPOSITE TILE
ACM	ASBESTOS CONTAINING	CMU	CONCRETE MASONRY UNIT	E.J.	EXPANSION JOINT	HR	HOUR	MATL.	MATERIAL(S)	PART.	PARTIAL	SL	SEALANT	WC	WATER CLOSET
BSMT	BASMENT	CONN.	CONNECTION	EXTER.	EXTERIOR	HDW.	HARDWARE	MAX.	MAXIMUM	PAR	PARTITION	REQ	REQUIRED	WT	WEIGHT
BM.	BEAM	CONSTR.	CONSTRUCTION	F.O.	FACE OF FEET	HOWD.	HARDWOOD	MECH.	MECHANICAL, ELECTRICAL, & PLUMBING	P.M.	PATCH & MATCH	SHT.	SHEET	W/F	WELDED WIRE FABRIC
BR	BEDROOM	CONT.	CONTINUOUS	FT	FEET	HORZ.	HORIZONTAL	PLAS	PLASTER	PLAS	PATCH & MATCH	SHT.	SHEET	W/W	WELDED WIRE MESH
BTW.	BETWEEN	CONTR	CONTRACTOR	F.D.	FLOOR DRAIN	HI	HIGH	PLUM.	PLUMBING	PLUM.	PLUMBING	SVT	SOLID VINYL TILE	W.	WEST
BYND	BEYOND	C.J.	CONTROL JOINT	FIB	FIBER REINFORCED PLASTIC	HP	HIGH POINT	PLYWD	PLYWOOD	PROV	PROVIDE	S.	SOUTH	W.	WEST
BLK.	BLOCKING	COORD.	COORDINATE	FRP	FIBER REINFORCED PLASTIC	LD.	INSIDE DIAMETER	MIN.	MINIMUM	PVC	POLYVINYL CHLORIDE	SPECS	SPECIFICATIONS	W/	WITH
BD	BOARD	DEG.	DEGREES	FSB	FILED SUB BID	INSUL	INSULATION	MIR.	MIRROR	POP	POPCORN TEXTURE	SQ.	SQUARE	WD.	WOOD
BOT.	BOTTOM	DEM.	DEMOLITION	FIN	FINISH	INT	INTERIOR	MISC.	MISCELLANEOUS	FRO	FROST	SF	SQUARE FOOTAGE/ SQUARE	Z.C.C.	ZINC COATED COPPER
BRK	BRICK	FA	FIRE ALARM	FD	FIRE DEPARTMENT	J.B.	JUNCTION BOX	M.R.	MOISTURE RESISTANT	PT	PRESSURE TREATED	ST.	STAINLESS STEEL	AND	AND
BLDG.	BUILDING	FD	FIRE DEPARTMENT	INT	INTERIOR	KIT	KITCHEN	MTD.	MOUNTED	QTY	QUANTITY	STD.	STANDARD	#	AT FOUND OR NUMBER
CAB	CABINET	F.R.	FIRE RATED	LAV	LAVATORY	LCC.	LEAD COATED COPPER	MUL.	MULLION	R	RISER	STL	STEEL		
C.P.T.	CARPET	LCC.	LEAD COATED COPPER	FL	FLOOR	L	LENGTH	NOM.	NOMINAL	REC.	RECOMMENDATION	STOR.	STORAGE		
C.L.	CAST IRON	FND	FOUNDATION	D.H.	DOUBLE HUNG	LH	LEFT HAND	N.	NORTH	REF.	REFERENCE	STRL.	STRUCTURAL		
				DN	DOWN			N/A	NOT APPLICABLE						

**GDA**  
**GAROFALO**  
**DESIGN**  
**ASSOCIATES**  
**INCORPORATED**

**ARCHITECT:**  
**Garofalo Design Associates, Inc.**  
 384 Lowell Street, Unit 105 A&B  
 Wakefield, MA 01880  
 Tel: 781-587-2170

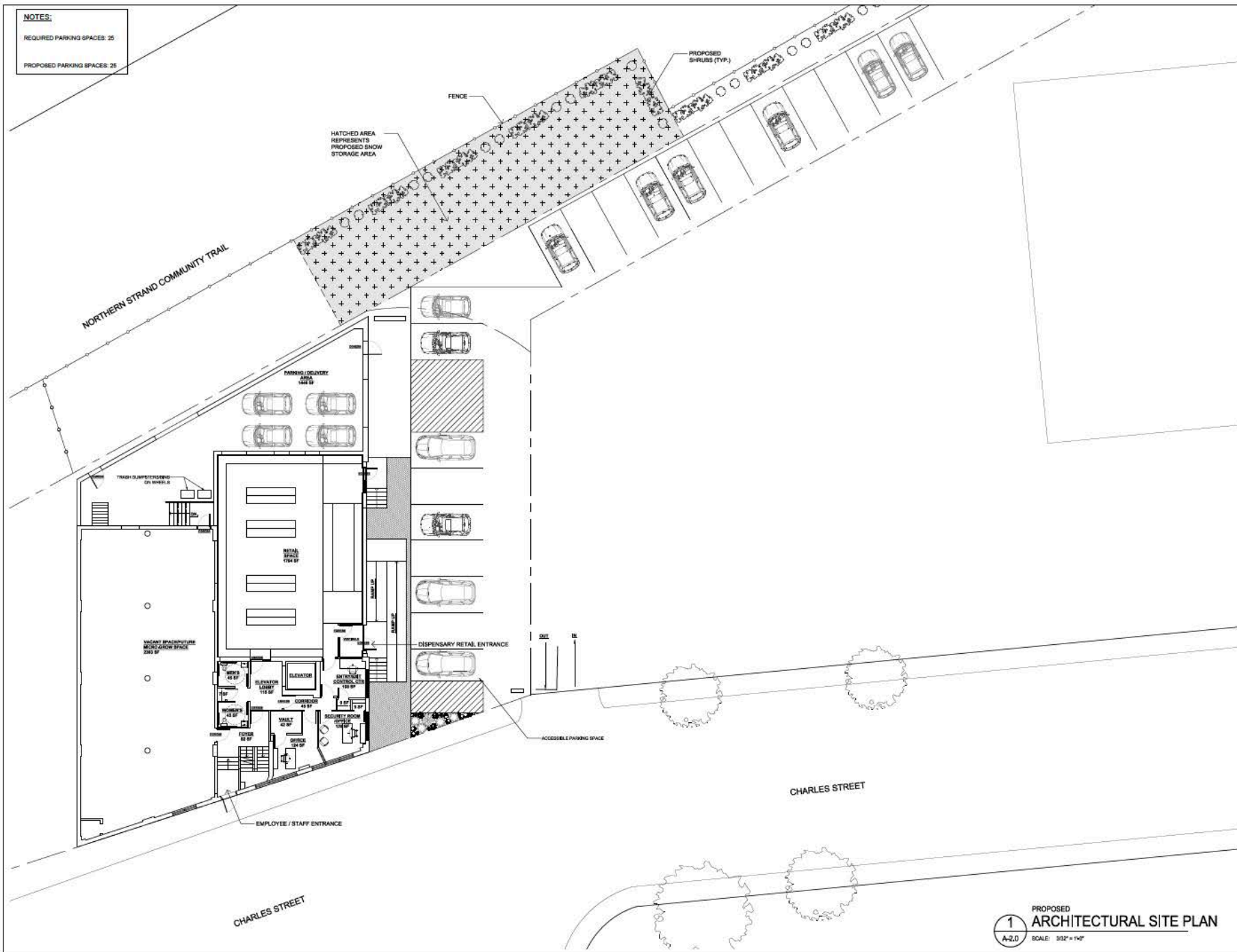


**SCHEMATIC DESIGN**  
**SUBMISSION**

**T-1**

**FEBRUARY 18, 2022**

**NOTES:**  
 REQUIRED PARKING SPACES: 25  
 PROPOSED PARKING SPACES: 25



**1** PROPOSED ARCHITECTURAL SITE PLAN  
 A-2.0 SCALE: 3/32" = 1'-0"

**GDA**  
**GAROFALO**  
**DESIGN**  
**ASSOCIATES**  
**INCORPORATED**  
 ARCHITECTURE  
 INTERIORS  
 PLANNING  
 MANAGEMENT  
 384 Lowell Street  
 Unit 105 A&B  
 Wakefield, MA 01880  
 Tel: 781-587-2170  
 Fax: 781-587-2692  
 www.gda10.com



**REVISIONS:**


**CLIENT:**  
 MARY SUSAN BLOUT  
 DMS TRINITY, LLC  
 38 GOULD STREET  
 STONEHAM, MA 02180

**PROJECT:**  
 NEW DISPENSARY AT  
 36 CHARLES STREET  
 MALDEN, MA 02148

**SCHEMATIC DESIGN SUBMISSION**

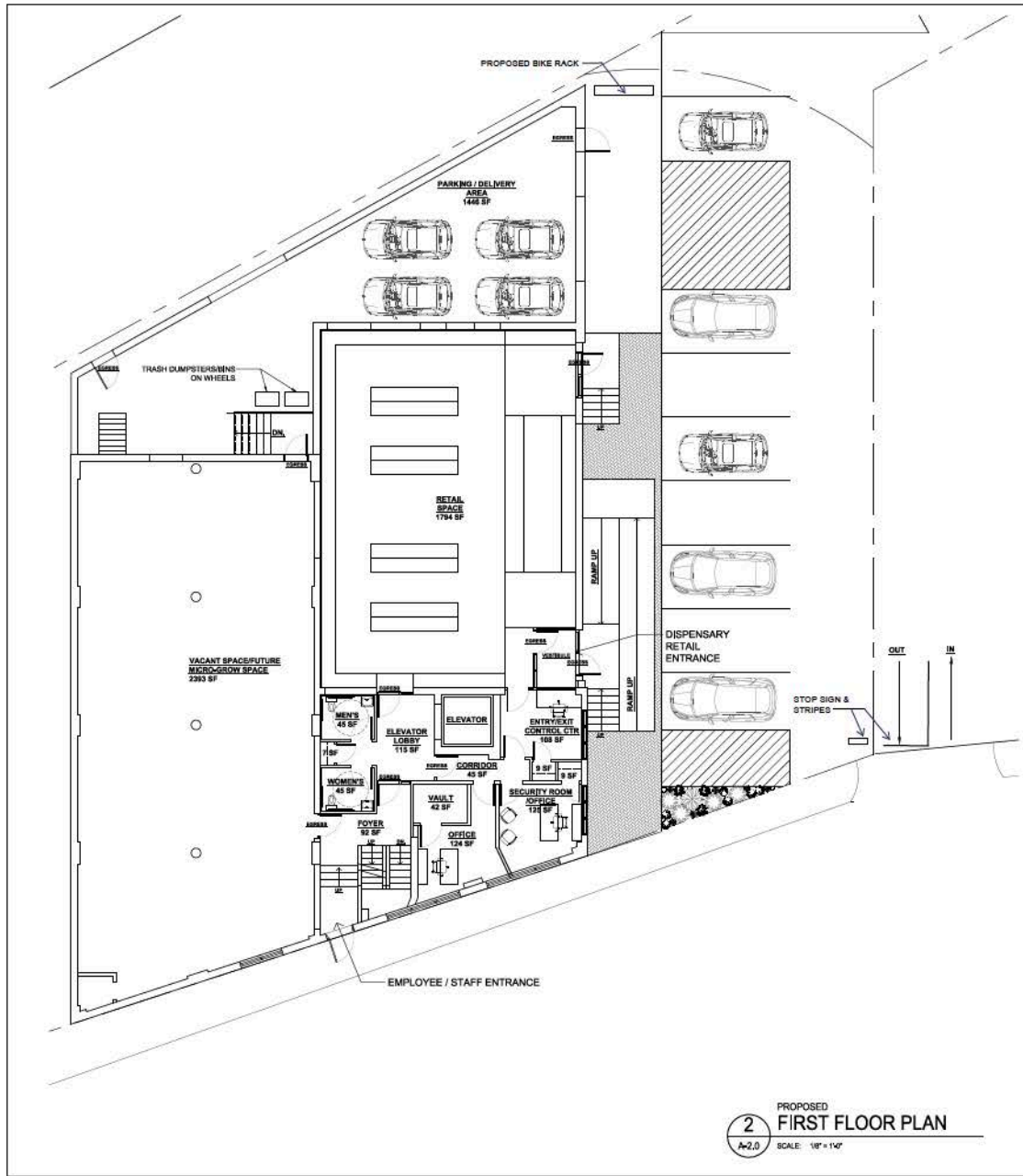
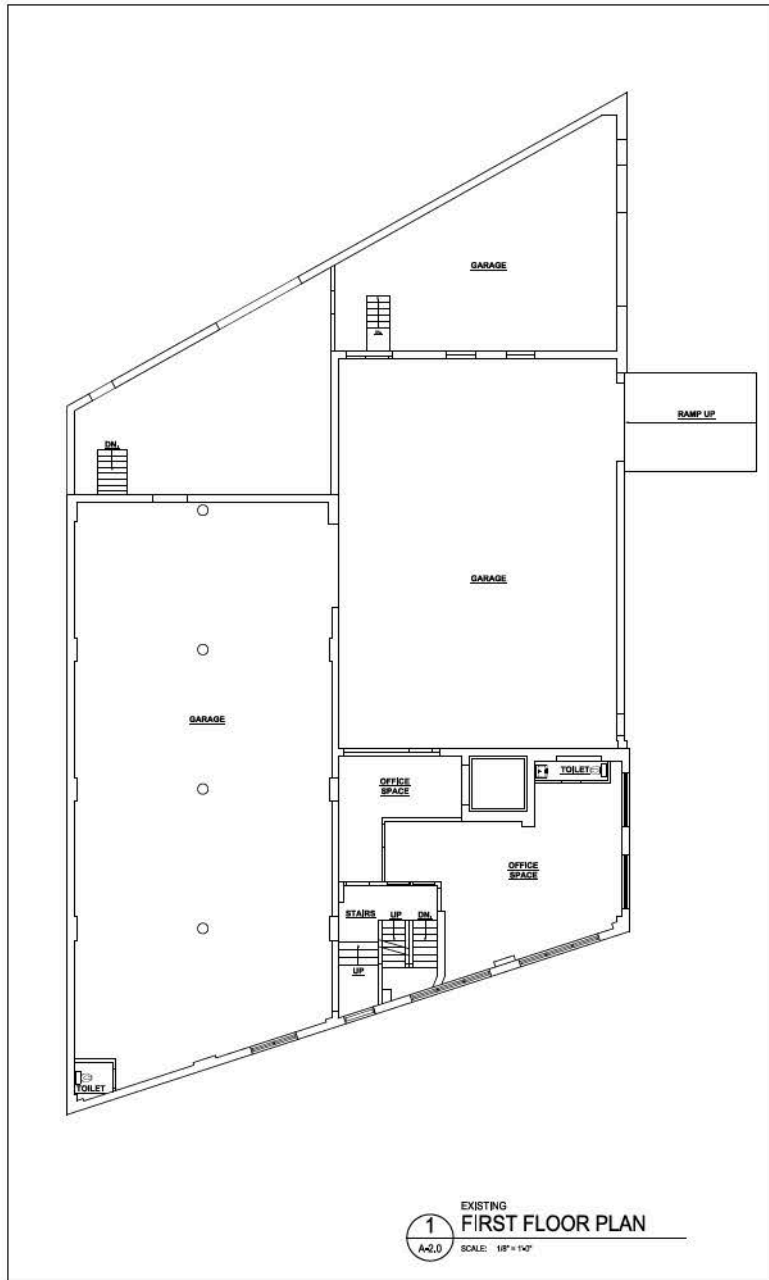
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**DRAWN BY:** AR  
**CHECKED BY:** FG  
**SCALE:** AS NOTED  
**DATE:** 2/18/2022  
**JOB NO.:** 21105

**SHEET NO.:**  
**A-1.0**

**FILE:** DISPENSARY 021522.dwg  
**SHEET 2 OF 5**





**GDA**  
GAROFALO  
DESIGN  
ASSOCIATES  
INCORPORATED

ARCHITECTURE  
INTERIORS  
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PROJECT:

NEW DISPENSARY AT  
36 CHARLES STREET  
MALDEN, MA 02148

SCHEMATIC DESIGN  
SUBMISSION

DRAWING TITLE:

EXISTING & PROPOSED  
FIRST FLOOR PLANS

DRAWN BY: AR

CHECKED BY: FG

SCALE: AS NOTED

DATE: 2/18/2022

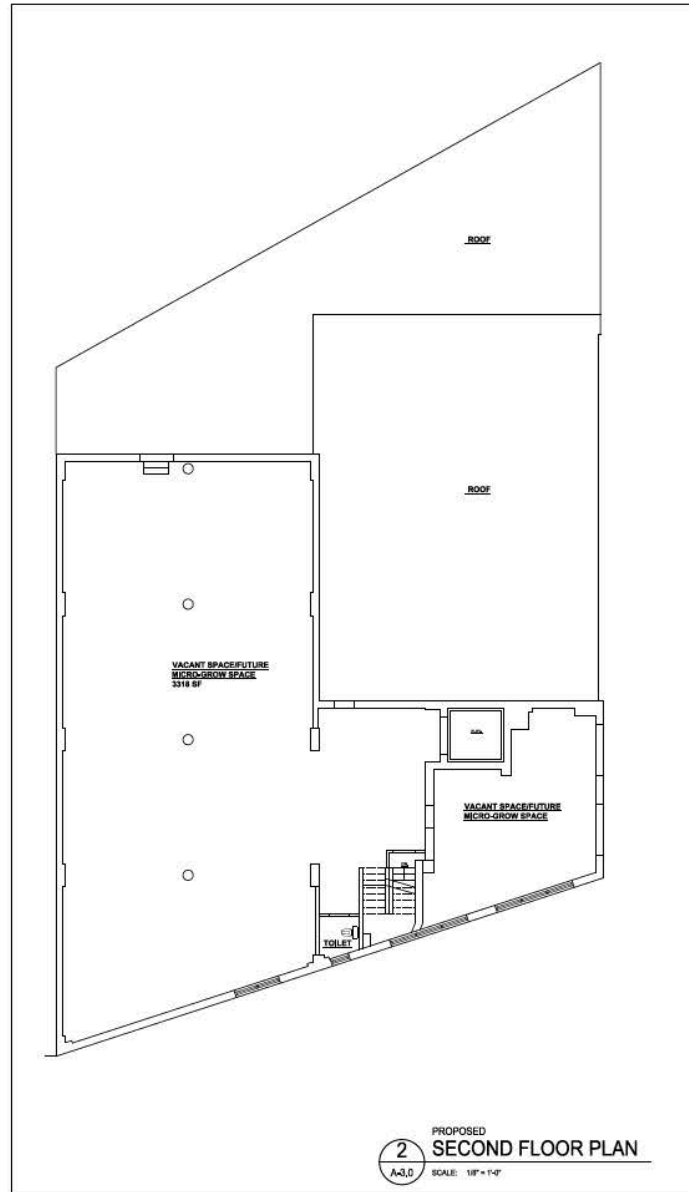
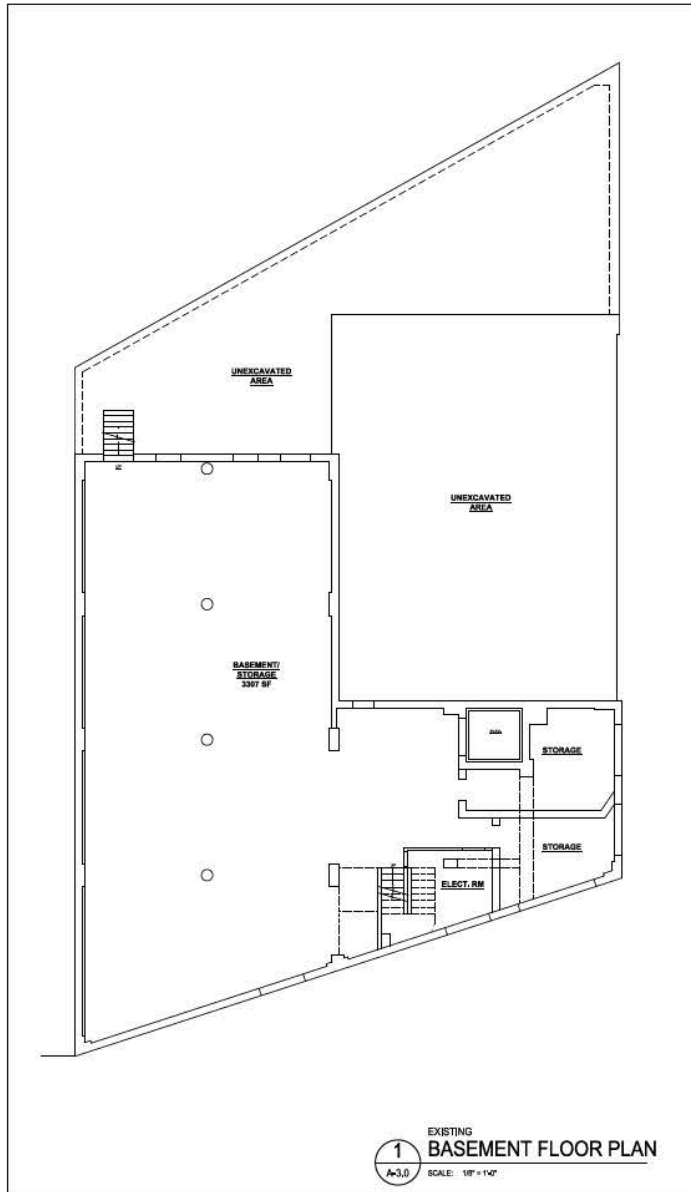
JOB NO.: 21105

SHEET NO.:

**A-2.0**

FILE: DISPENSARY 021522.dwg

SHEET 3 OF 5



**GDA**  
GAROFALO  
DESIGN  
ASSOCIATES  
INCORPORATED

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MANAGEMENT

384 Lowell Street  
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36 CHARLES STREET  
MALDEN, MA 02148

SCHEMATIC DESIGN  
SUBMISSION

DRAWING TITLE:

BASEMENT & SECOND  
FLOOR PLANS

DRAWN BY: AR

CHECKED BY: FG

SCALE: AS NOTED

DATE: 2/18/2022

JOB NO.: 21105

SHEET NO.:

**A-3.0**



REVISIONS:

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MARY SUSAN BLOUT  
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 STONEHAM, MA 02180

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NEW DISPENSARY AT  
 36 CHARLES STREET  
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SCHEMATIC DESIGN  
 SUBMISSION

DRAWING TITLE:

EXISTING AND PROPOSED  
 ELEVATIONS

DRAWN BY: AR

CHECKED BY: FG

SCALE: AS NOTED

DATE: 2/18/2022

JOB NO.: 21105

SHEET NO.:

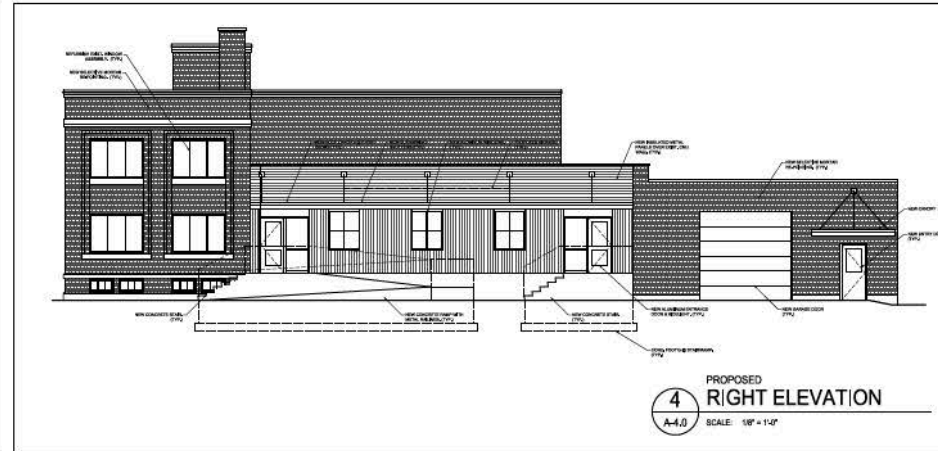
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FILE: DISPENSARY 021522.dwg

SHEET 5 OF 5



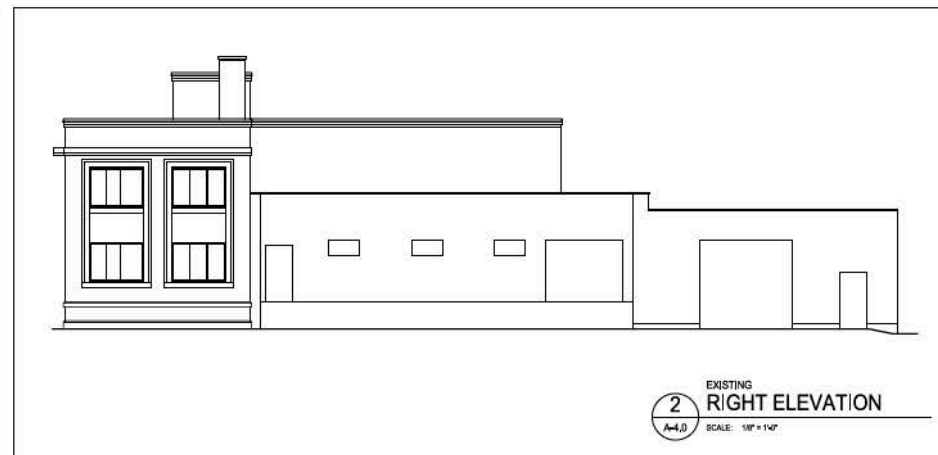
PROPOSED  
**3**  
 FRONT ELEVATION  
 A-4.0 SCALE: 1/8" = 1'-0"



PROPOSED  
**4**  
 RIGHT ELEVATION  
 A-4.0 SCALE: 1/8" = 1'-0"



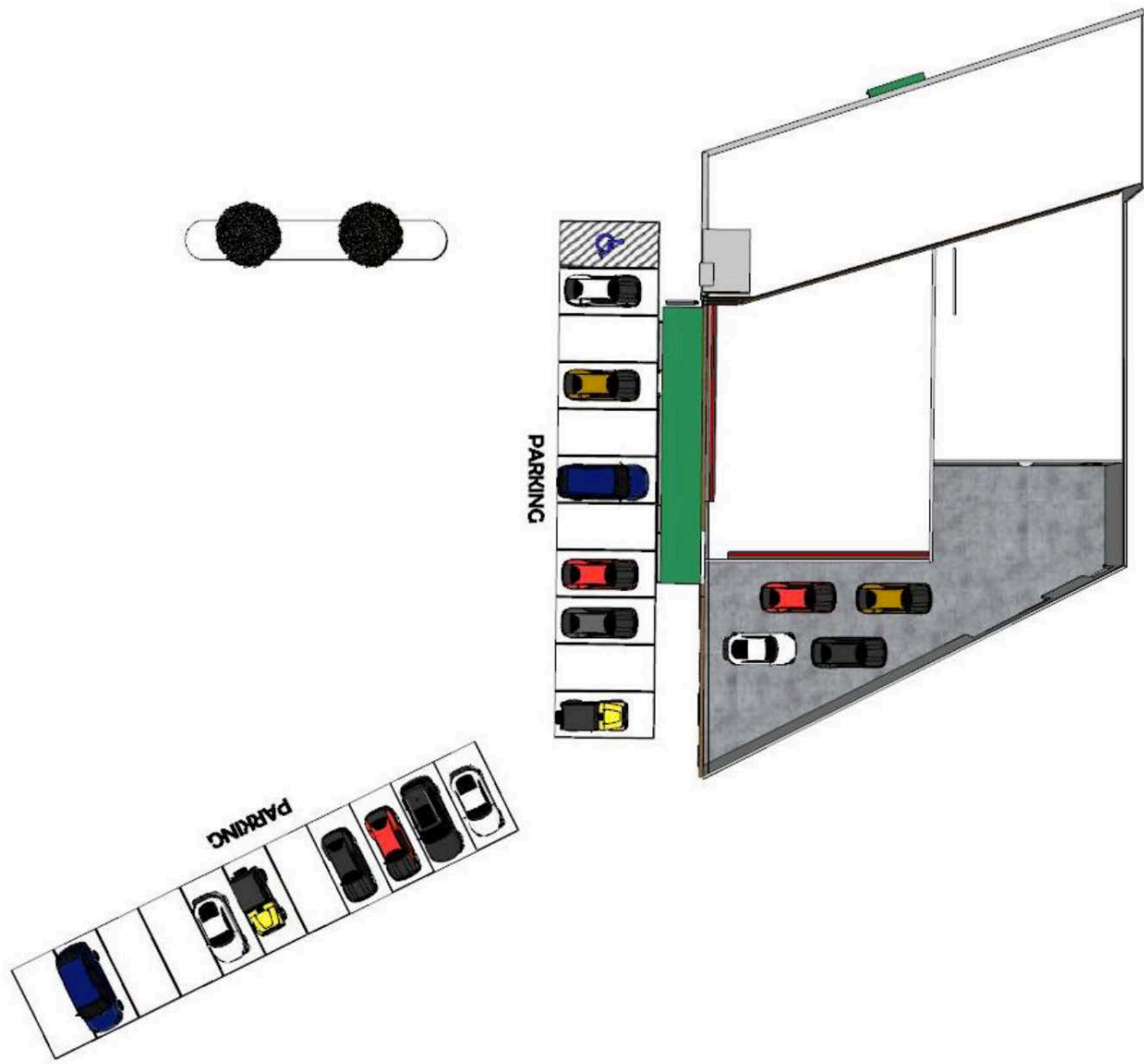
EXISTING  
**1**  
 FRONT ELEVATION  
 A-4.0 SCALE: 1/8" = 1'-0"

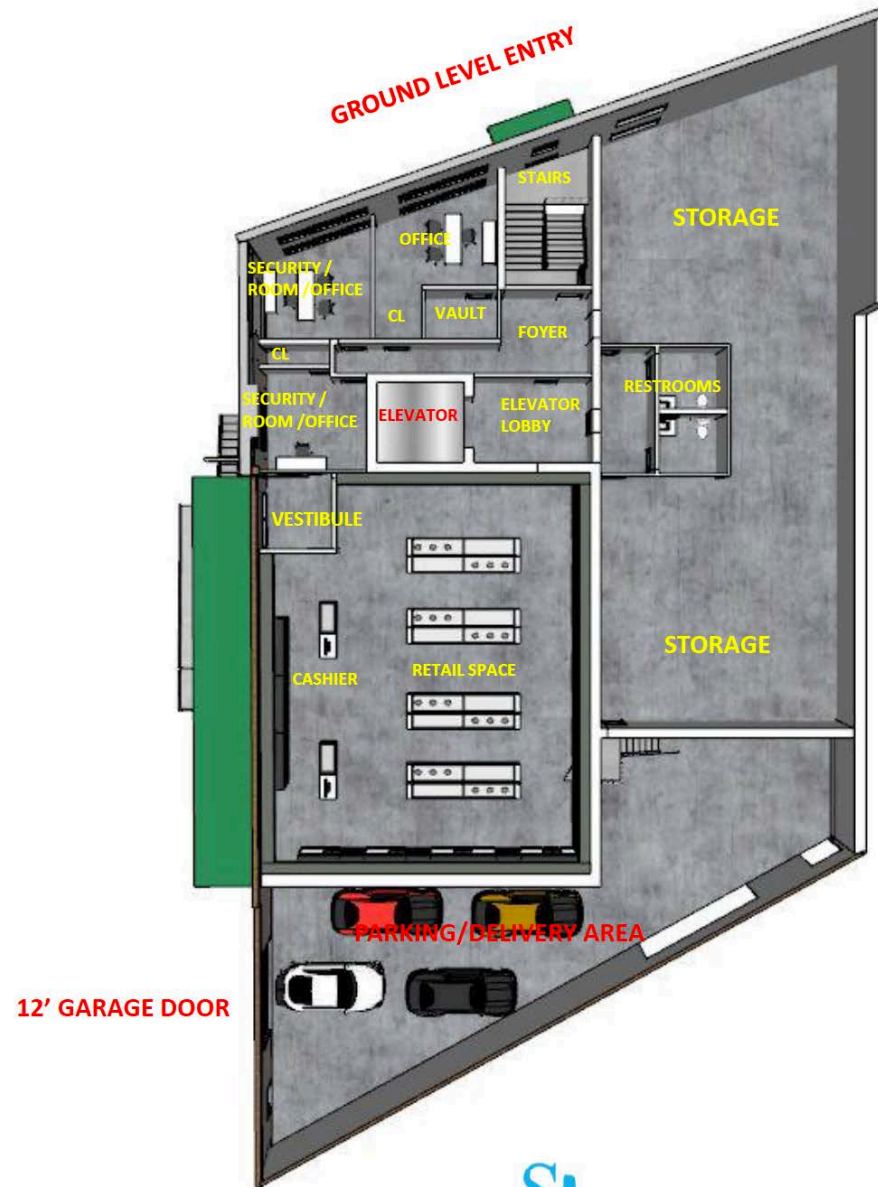


EXISTING  
**2**  
 RIGHT ELEVATION  
 A-4.0 SCALE: 1/8" = 1'-0"

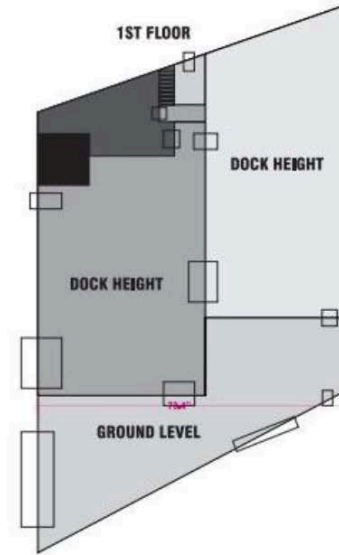


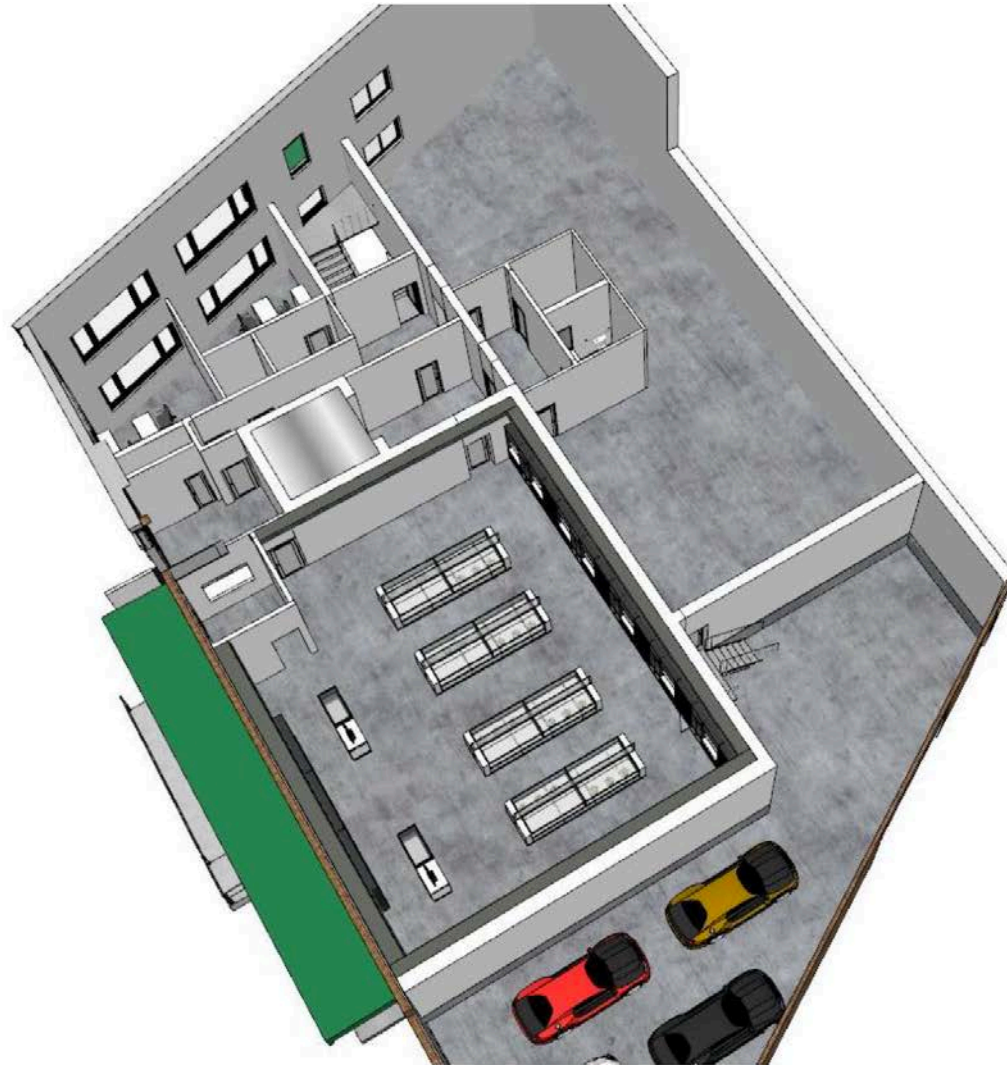




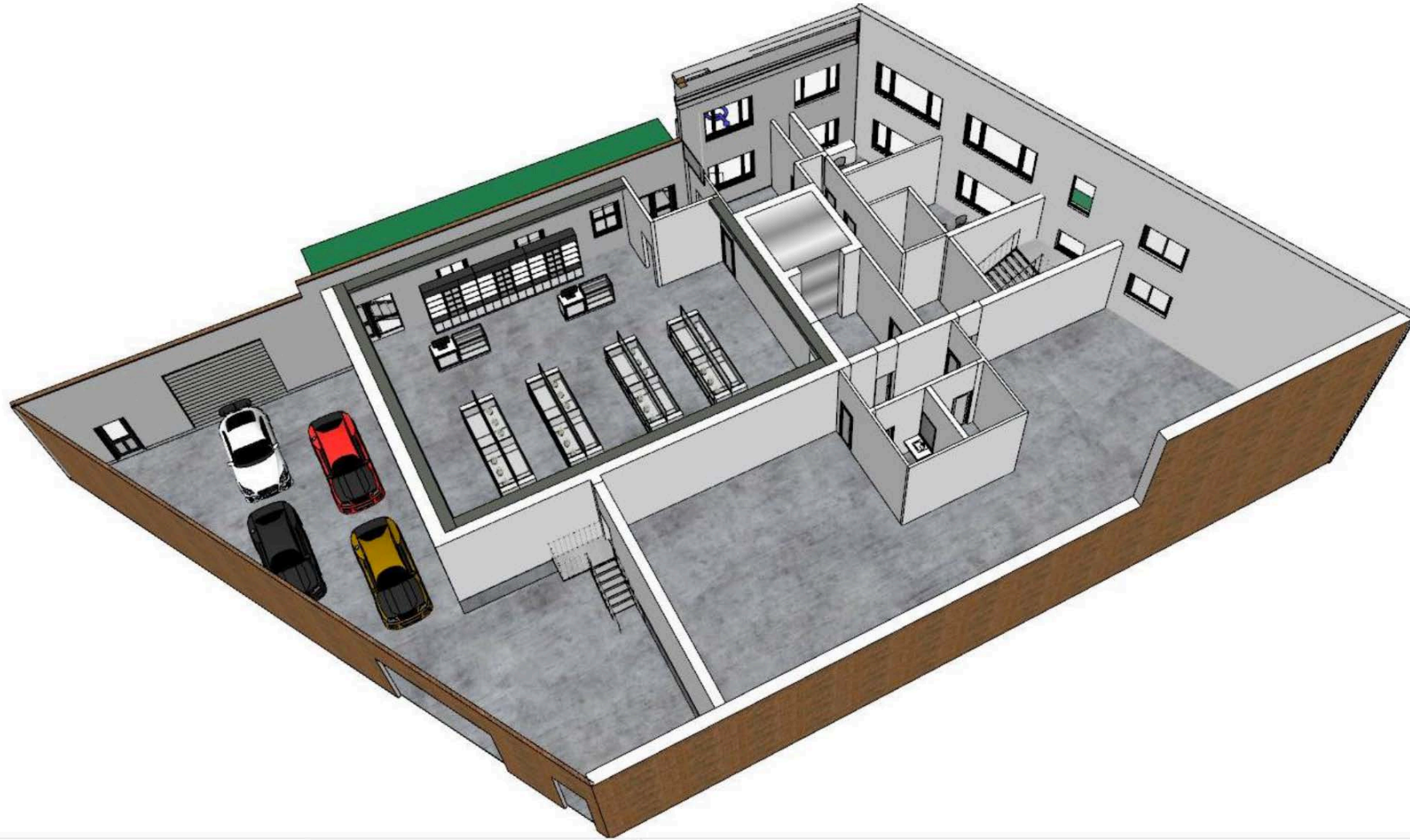


36 CHARLES STREET FLOOR PLAN









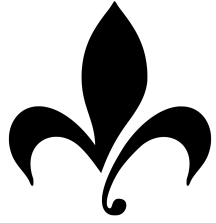


# Supplier Information

Bostica, LLC, Lynn, MA

RiverRun Gardens, LLC, Newburyport, MA

Smyth LLC, Lowell, MA



trinity naturals

DMS Trinity, LLC

## CONCLUSION

- DMS is a local, modern family business reflecting Malden's own diversity.
- DMS brings the following to the Malden community:
  - Diversity and Inclusion
  - Community Outreach and Education
  - Latest Cannabis-Specific Security and Technology
  - Commitment to Excellence
- DMS seeks to create a business measured by more than simple profits. DMS strives to meet, and exceed, the expectations of our clients while respecting and supporting our community and neighbors.
- DMS will promote underrepresented populations in our hiring practices, as well as encourage entrepreneurialism within the community.

**In closing, DMS Trinity, LLC is looking to make a positive impact on the Malden community and provide responsible access to cannabis through its diverse, socially responsible, technologically advanced, and welcoming retail store.**