

**Greenbelt City Council
Work Session**

Wave Cannabis Medical Dispensary

**August 22, 2018
8:00 p.m.**

**Greenbelt Community Center
15 Crescent Road
Room 201**

Agenda

- Introductions
- Council Discussion
- Questions and Answers
- Other Items



WAVE CANNABIS

Business Plan Executive Summary

Our executive summary is a snapshot of our business plan as a whole and touches on the company profile and goals. This section highlights the strength of our vision in the burgeoning Cannabis marketplace.

- **The Strength of our Vision :**
 - Ever since becoming aware of the pending Legal Cannabis market in Maryland, our company founders Tim Cook, Silvia Cuellar, and Lance Lukas had a vision of opening and operating a dispensary in Maryland. Little did we know that what started as a dream would be come not only a reality, but an historic mission to create a business surrounded by entrepreneurs from all back grounds.
- **The Historic Moment**
 - Our company and plans became enthralled, unknowingly in the quest for equal access as we understood that the roll out of legal cannabis sales was much more than just opening a store, rather it was a David and Goliath moment of young business minded people taking on all of the challenges of the American System, not just for legalization, but for equality and justice.
- **Our Goals**
 - Ultimately our goal is to create an internationally recognized company, brand, and product line that brings not only the best possible products to market, but also addresses many of the ills that our society suffers today.
 - Addressing the opium addiction and death crisis that has developed in our communities.
 - Ending unbalanced incarceration rates amongst the various populations of this nation.
 - Providing legitimate healing medicine and offerings to patients that are truly in need and lack access due to archaic legal systems designed to oppress
- **"Wave" the dispensary**
 - Step one in our growth process is to solidify the dispensary platform
 - We currently hold a pre-approval for license and are in the process of funding and constructing our dispensary facility
- **"Wave" Cannabis**
 - Step two in our growth process is to apply for and receive approval for a grow operation within the state of Maryland
 - Using the latest technology and resources we will create a state of the art grow and process facility
- **"Wave World Wide"**
 - Step three is to create a nationally recognizable brand as other states legalize and demand for our products grow.
 - Our brand would be focused on the true woven quilt of American Society, and open access to all.

Company Description

We intend to be a vertically integrated seed to sale provider of cannabis products in the state of Maryland. As a minority owned business enterprise driven by young successful entrepreneurs, we are on the cutting edge of product lines, technology, customer service and vision.

- **Logos**

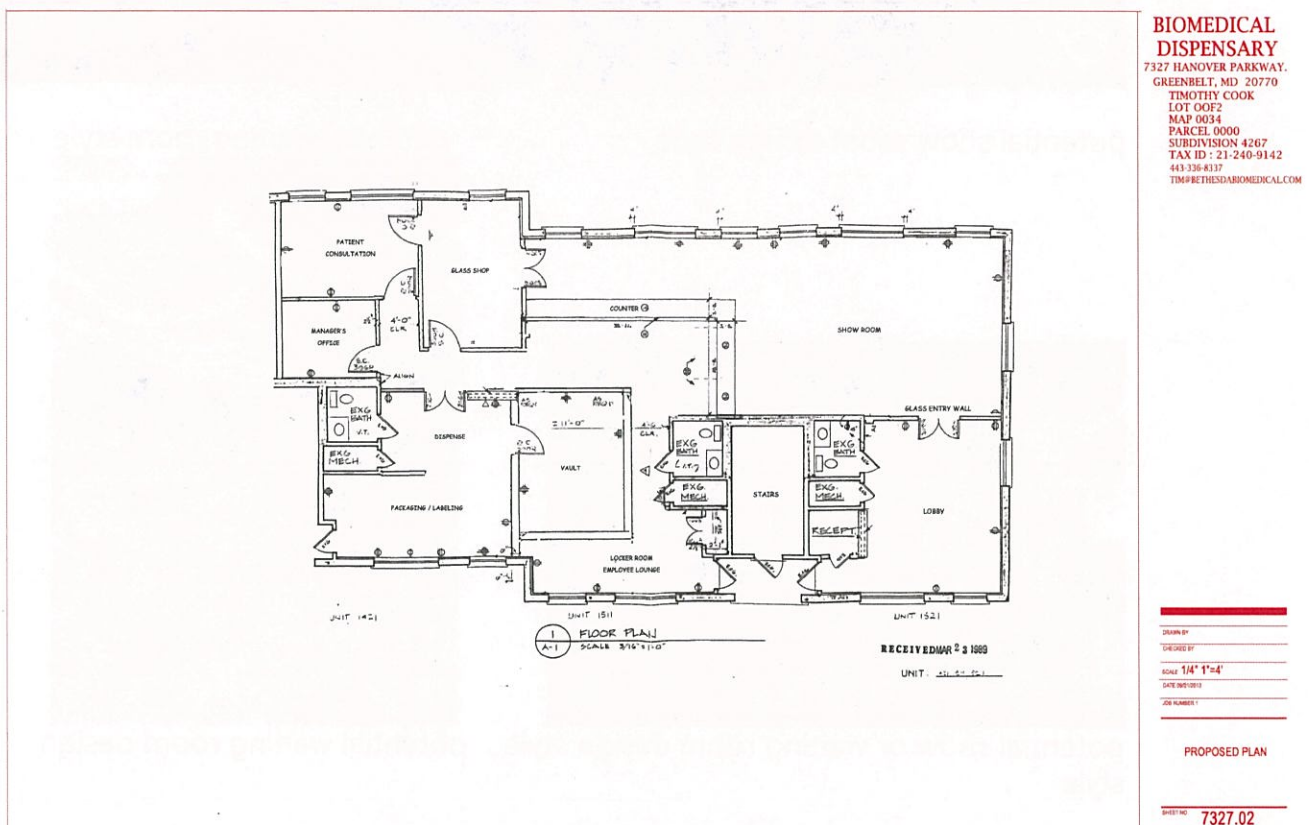
- Logos and Brand names :



- Web addressess :
- www.wavecannabis.com
- www.wavedispensary.com
-



Draft of State verifiable floor plan



Large spacious show room with natural lighting and water view, private consultation rooms, vault, handling room, glassware showroom, and employee hospitality areas. Full immersion experience for customers both in customer service, convenience, quality and privacy.

Our vision is to roll out a national brand starting with the state of Maryland dispensary and grow markets. Our business is structured as a multi-partner LLC, with a CEO, COO, Vice President, board of directors, and management team.

- **Founders from all backgrounds**

- Our founders, A Latin American Woman, an Irish American Man, and an African American Man, represent a significant portion of the cultural diversity of our nation.



Silvia Cuellar

- With a background in Telecommunications and database programming, Silvia brings a significant of professional and organizational experience to the founding of our company



Timothy Cook

- Tim has been a small business owner and entrepreneur most of his life. Having graduated from Kenyon College with a degree in economics, Tim has the business and management acumen to guide the founding of the company



Lance Lucas

- Lance teaches people how to start businesses, and how to take control of their lives. Having started his own computer education business, and projecting it into a cultural phenomenon, Lance is a driving force of energy behind the founding of the company

Financial Projections

Projections for the initial dispensary portion of the company range from 5 million a year to 12 million a year depending on market share. Once the grow comes into full effect these projections will multiply significantly. Projections are for planning purposes only and are not guaranteed

- **Consolidated Pro Forma**

 maryland BIOMEDICAL						
Consolidated Pro-Forma Estimated as of Feb 15, 2018						
Revenues:	Total Year 1	Total Year 2	Total Year 3	Total Year 4	Total Year 5	Total 5-Years
Gross Revenues:	4,399,000	6,598,000	10,997,000	13,196,000	14,779,000	49,969,000
COGS:	2,537,000	3,652,000	5,858,000	6,977,000	7,794,000	26,818,000
Gross Margin	1,862,000	2,946,000	5,139,000	6,219,000	6,985,000	23,151,000
Gross Margin (%)	42%	45%	47%	47%	47%	46%
Total Overhead:	578,000	590,000	604,000	620,000	637,000	3,028,000
EBITDA	1,284,000	2,356,000	4,535,000	5,599,000	6,348,000	20,123,000
Total Depreciation Expense:	61,000	61,000	61,000	61,000	61,000	304,000
Total Taxes:	780,000	1,250,000	2,200,000	2,668,000	3,001,000	9,896,000
Gross Income:	443,000	1,045,000	2,274,000	2,870,000	3,286,000	9,918,000
Less: Reserves	160,500	156,750	341,100	430,500	492,900	1,582,000
Net Income:	282,500	888,250	1,932,900	2,439,500	2,793,100	8,336,000
Net Present Value:	(1,652,808)	881,696	1,419,290	1,589,431	1,620,004	3,857,613

- Numbers show steady growth along a timeline for the first five years

- **Investors see their return**

- Repayments to investors begin after year one, and most investors see their return by year 2
- In subsequent years, returns rise significantly as early investors see their income steadily grow

- **Low Annual Overhead**

- Our Goal is to be cash flow positive as quickly as possible
- We intend to keep our overhead expenses as low as we can early on in order to reach profitability quickly
- Frugal start up and lean operation are key

- **Long Term Growth into a full on National Brand**

- It all starts with the successful implementation of the dispensary, then we grow from there
- The application for the grow license in Maryland is the second point where the business is immediately ramped up for increase into the grow space.

In the face of insurmountable odds, when all else would fail, or walk away, we joined hands and stood into the winds of change. As the walls of prohibition fall around us we seek within us the ties of brotherhood to once again overcome the powerful wave which pushes against us. These boats will not sink, nor sway, nor shudder under the immense pressure of the system that would tear us asunder. Every brother, pulling their oar with all of their might brings us to the shore, safely, where we may take our rightful place amongst the leaders of our communities and our society.

As free men and women, we enter willingly into this struggle, knowing deep within our hearts, that we shall overcome, and not one dollar, nor law, nor those who would wish us ill will find effect on us. We have no target for those who would harm us, we have no weakness which to exploit, we have only our hunger and desire for the betterment of our lives and the world in which we live, and this desire shall never perish. And so our version of the movement we call : Wave.



The image depicts an enormous [wave](#) threatening boats off the coast of the town of [Kanagawa](#) (the present-day city of [Yokohama](#), [Kanagawa Prefecture](#)). While sometimes assumed to be a [tsunami](#), the wave is more likely to be a large [rogue wave](#).^[2] As in many of the prints in the series, it depicts the area around [Mount Fuji](#) under particular conditions, and the mountain itself appears in the background.

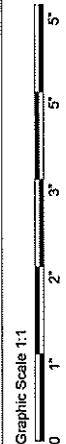
BETHESDA BIOMEDICAL INC FITOUT

Project Info	Reports
Case Number	35529-2018-0
Case Name:	BETHESDA BIOMEDICAL INC FITOUT
Project Image:	No image exists
Map Config Name:	
Location:	31315 7327 HANOVER PKWY GREENBELT, Maryland 20770
Case Type:	CU
Contact's Email:	lrm@bethesda biomedical.com
Phone:	4102692008
Lot and Block:	443368337
Post Issuance Revision:	35529-2018-0
Project Owner:	EPlan Admin
Owner's Email:	epolan@co.pg.md.us
Project Admins:	Lisa Thompson, Sompandh Wanant, Mahmoud Tayyem, Boss Ugo, Deborah Gallagher, Maria Queirolo, Nawaf Esayed, Reynaldo De Guzman, Mike Farhani, Brooke Larman, Maher Mirza, Robin McLean, Karen Spears, Myra Leonard, James Coulourier, EPlan Admin, Robbi Das, Demetrius Jones, Anthony Morris, Jeffrey Lee Bellur, Ravishanker, Tracy Samuels, Kelraun Hall, Cynthia Browne, Erick Naravilla, Fel Justh Cortez, Paul Michell, Mohammad Al-Hawamdeh
Status:	Plan Screening
Status Info:	
Project Start/End:	Start: 7/18/2018 11:06:49 AM End: 1/18/2019 11:04:29 AM
Pass-Through:	.mov, wmv, avi, htm, html, install, config, mp4, .esriaddin, z, mcb, gdb, .freelist, gdbindexes, gdbtable, .aux, gdbindexes, .spx, .e65, .dbf, .prj, .sbn, .sbx, .shp, .shx, .mxd
Versioning:	Enabled for this project

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NO.	DATE	REVISIONS
01	07/15/2018	REVISED FOR ENGINEERING

NO.	DATE	ISSUED FOR
01	07/08/2018	PERMIT SET

DATE 05/08/2018 CDR/DR

SCALE AS NOTED REVIEWED BY

PROJECT NO. & TITLE	MDSIOMED05082017
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DATA TITLE:
ASSESSMENT

END.

A1.0

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1 ARCHITECTURAL PLAN
Scale: 1/4" = 1'-0"

HANOVER PARKWAY

ES	SCALE NO
	1 LAYER 5/8" GYP BOARD ON EA. SIDE OF 3-1/2" METAL STUDS-1HR W/ BATT INSULATION (4-5/8" WALL)
	1 LAYER 5/8" GYP BOARD ON 1 SIDE 1 LAYER 1/2" WATERPROOF GYP BOARD ON OPP. SIDE OF 3-1/2" METAL STUDS-1HR W/ BATT INSULATION (4-5/8" WALL)
	1 LAYER 1/2" WATERPROOF GYP BOARD ON EACH SIDE OF 3-1/2" METAL STUDS-1HR W/ BATT INSULATION (4-1/2" WALL)
	1 LAYER 1/2" GYP BOARD ON 1-5/8" METAL FURRING ON EACH SIDE OF 3/5/8" CMU (7 1/2" WALL)
	2 LAYER 5/8" FIRE CODE GYP BOARD ON EACH SIDE OF 3-1/2" METAL STUDS W/ BATT INSULATION 2HR RATED (4-7/8" WALL) UL U404
NOTE: EXISTING WALL TYPES AND UL RATINGS ASSEMBLIES SEE A0.3	

LEGEND	
	EXISTING CONSTRUCTION
	ABOVE
	NEW CONSTRUCTION
	ROOM NAME
	HEIGHT ABOVE FINISHED FLOOR
	PLAN NOTE
	DOOR NUMBER
	WALL TYPE