

Cloudfarming LLC / Corner Stalk Farm Overview

November 10 2021

Produce, Hemp & Cannabis

50 Condor Street, Eagle Hill, East
Boston

www.cornerstalk.com

www.cloudfarming.net

East Boston industrial zone farm location



Corporate Structure of Cloudfarming LLC

- Operating in East Boston Since September 2013
- Constance Cooney is the primary partner at 51% ownership with Shawn Cooney at 49%
- There are no other direct or indirect participants
- Address of the Cloudfarming and the principals
 - 77 Pond Street
 - Marblehead, MA 01945
- Cloudfarming LLC, Constance Cooney and Shawn Cooney have no other cannabis licenses in Massachusetts in which any direct or indirect beneficial interest holders have no interest in and any pending licenses applied for in Massachusetts in which any direct or indirect beneficial interest holders has or may have an interest in.



Timeline

- Initial Contact Alexis Finneran Tkachuk April 2018
- Initial Presentation and Application to Alexis Finneran Tkachuk May 2018
- Meeting with Lydia Edwards and Staff May 10 2018 at 3PM
- ISD Filing June 2018
- ISD denial August 2018
- BOA Filing August 2018
- Initial community meeting held by ONS December 2018 with neighborhood and representatives from Councilor Edwards' and Representative Madaro's offices
- Second Licensing Process Application August 2020
- Second community meeting held by ONS April 2021 with neighborhood and representatives from Councilor Edwards' and Representative Madaro's offices
- Letter from BCB to District City Councilor Lydia Edwards April 13 2021
 - June 2 Councilor Edwards non response triggers Queue for BCB hearing
- Many Meetings with Adrian Madaro from 2013 through 2021
- Many meetings with Lina Tramelli
- Many Meetings with Edward McGuire and Jose Garcia-Mota

2000 Square foot indoor farm at 50 Condor Street

Currently producing as much lettuce as a 4 acre farm



Fully Operational Farm - Bootstrapped

- Investment - \$500,000 in a fully BUILT OUT infrastructure
 - Automated farm – State of the art - lighting, fertigation, management, propagation, nursery, vegetation and bloom facility
 - R&D relationships with cutting edge Vendors
 - Lighting, HVAC, Water, and Genetics, etc.
- Experience
 - 7 years of farm operation in Boston
 - Vice Chairman National Cannabis Industry Association FDC
 - Founder Sustainable Cannabis Coalition
 - Chairman ASTM Sustainable Cannabis Committee (D37.09)
- Brand awareness in Metro-Boston in consumer and wholesale food arenas
 - Thousands of customers
 - Individuals
 - Families
 - Most successful restaurants in Boston
 - Wholesalers
- Media coverage local and national
 - Print, Radio, Internet, Television
 - From Edible Boston to CNN Money

Current Farm Overview

- Produce Farm
 - Lettuce and Herbs
 - Named Corner Stalk Farm
- Hemp Farm - MDAR License # MA20180011GP
 - Cultivation and Manufacturing ONLY - NO RETAIL
 - Growing since July 2018 with no security problems
 - Called Cloudfarming LLC

Farm with Cannabis Overview

- Produce Farm
 - Lettuce and Herbs
 - Named Corner Stalk Farm
- Hemp Farm MDAR License # MA20180011GP
 - Cultivation and Manufacturing ONLY - NO RETAIL
 - Growing since July 2018 with no security problems
 - Called Cloudfarming LLC
- **Cannabis Farm**
 - **Cultivation and Manufacturing ONLY - NO RETAIL**
 - **Grow Cannabis**
 - **Eventually produce Oil, Rosin and Extracts**

Cannabis' fit Eagle Hill Neighborhood

- Proposed location - 50 Condor Street / 17 Nay Street
 - Industrial Zone
 - 700 feet from East Boston High School
 - 1400 feet from Mario Umana School
 - 2428.8 feet to
 - Berkshire Root - **Timeline puts Cloudfarming application prior to Berkshire roots**
 - More Than ½ mile to other neighborhood features
 - Central Square
 - Urban Wild
 - Day Square

Neighborhood involvement

- News coverage of Farm and Cannabis Application By Frank Conte of EastBoston.com 3 times
- Initial meeting with Eagle Hill Civic Association about Cannabis Application with neighborhood and representatives from Councilior Edwards' and Representative Madaro's offices April 2018
- Second meeting with Eagle Hill Civic Association about Cannabis Application with neighborhood and representatives from Councilior Edwards' and Representative Madaro's offices April 2021
- Long term relationships and outreach as Corner Stalk Farm and as Cannabis applicant with Representative Adrian Madaro, John Lebeaux Commissioner of MDAR
- Long term relationships as Cornerstalk Farm with East Boston High, Eastie Farm, ENHC, NOAH, The Donald McKay School STEM program, Magdalena Ayed at Harborkeepers
- Personal relationships with all our residential neighbors.

Continued or Greater Neighborhood Involvement



**CORNER
STALK FARM**

Come join Eastie Farm and help transplant seedlings that we grew hydroponically at Corner Stalk Farm



Ven a ayudarnos a trasplantar las plantas hemos cultivado hidropónicamente en La Granja Corner Stalk



WEDNESDAY / MIÉRCOLES
APRIL 28 / 28 DE ABRIL
8 - 9 AM
293 BORDER ST.

SWISS CHARD + SPINACH
ACELGA + ESPINACA



FRIDAY / VIERNES
APRIL 30 / 30 DE ABRIL
8 - 9 AM
293 BORDER ST.

LECHUGA



SUNDAY / DOMINGO
MAY 2 / 2 DE MAYO
10 - 12 PM
293 BORDER ST.

ONION, LEEK + MORE
CEBOLLA, PUERRO + MÁS

Diversity Equity and Inclusion – History and Plan

History at peak; Corner Stalk Farm	Supporting letter from Boston Public Market CEO
Women	7
Men	2
Disenfranchised Populations (CCC definition)	8
East Boston Residents	2
Boston Residents	5
Wages	Started paying 15.00 in 2014
Previous Criminal Record	0

- Track and create all DEI data, programs and policies using **Sustain.life** software
- Publish DEI reports to website and supervising authorities quarterly
- Currently Creating Programs with Minority Cannabis Business Association and with the Diversity, Equity & Inclusion Committee of the NCIA
 - Webinars, training programs presentations for employees, Diversity applicants and interested people
- Grow and create products for DEI retail, delivery and production companies in the City of Boston first
- Target cultivation and production job training to management skills

Employment – Diversity Executed

- Track all DEI data using **Sustain.life** software
- Publish Sustain.Life reports to website and authorities quarterly
- Local resources that will be utilized will at a minimum be, our neighborhood connections, Eagle Hill Civic Association, Mayors office of Workforce Development, Returning Citizens, Eastie Times, Eastboston.com, ElMundo and WeGrow Foundation

	GOALS for year1 - 8 employees
Women	Moved to Disenfranchised
Men	25%
Disenfranchised Populations (CCC definition)	75%
East Boston Residents	30% increasing in out years
Boston Residents	60% increasing in out years
Wages and Benefits	<ul style="list-style-type: none"> - 20.00 minimum – high production high value jobs, both salary and hourly -Targeting 70% of salary jobs for equity employees - Training - CCC, OSHA, Safety, Cultivation Technology - Benefit package - Paid Time Off, Health Insurance - BlueBike Membership(\$100/yr) or MBTA Pass subsidy
Previous Criminal Record	5% Thru WeGrow Foundation

No Retail – Soft Security - Site Security

- Early planning with Kroll, through Carl Jenkins (President)
- No Retail
 - No Foot Traffic
 - No - Cash (transaction or storage), Checks or Card Processing
- Soft security
 - Build on 7 years of neighborhood involvement
 - 7 years of operation with no theft, break-in or vandalism
 - Growing Hemp since July 2018 with no security problems
 - Cannabis affords increased involvement
 - Hiring from neighborhood
 - Cannabis affords increased hiring
- Site Security
 - Visually attractive perimeter fencing with auto locking gates, video monitors and motion activated lighting
 - 24 hour video surveillance with 24 hour human monitoring
 - Monitoring site is within 500 feet of facility
 - Surveillance video recorded and stored to cloud

Secure by Design Structures

- Modularity
 - Isolate access and functions
- Growing units
 - Core10 steel superstructure
 - 2 layer aluminum floors walls and roofing with R45 insulation
 - No windows with LED lighting and climate control



Security Systems Growing, Office and Manufacturing

- Battery and generator backup for systems
- Fire, Entry and Emergency Alarms
- Surveillance direct to cloud with local backup
 - Work areas and access points
 - Thermal and Infrared motion activated off hours
- Biometric and or key card and 2 factor authentication for Cannabis growing units and production areas
- Auto-locking growing units and production areas
- Doors and frames as robust as surrounding walls
- Rules based access controls to all areas
- All data recorded and stored to cloud database

Inside-Out Security

- CCC mandated Metric seed to sale tracking will be tied to employee access and activities
- Employee movement tracked and recorded via key card system
 - Tied to Metric System Via API

Growth Plan Based on Planning and Success

- Right of refusal on 20,000sq feet of land at current location
 - Build up to 60,000 sq feet of Indoor and Greenhouse
- 8 living wage jobs year 1
- Maintain local control
 - Finance with Revenue based private debt offering vs, equity
- Potential Wholesale of \$48,000,000 flower revenue with possible 4X upside for extract production
- Additional 20 management, manufacturing and production jobs for local residents
- We are getting requests for production plans from companies working on developing or in the market with products for the retail market and from potential retailers looking for products that are not from competitors.

Cloudfarming LLC / Corner Stalk Farm

- Connie & Shawn Cooney
- www.cornerstalk.com
- www.cloudfarming.net
- @bostonurbanfarm
- #cornerstalkfarm
- shawn@cornerstalk.com
- shawn.cooney@cloudfarming.net
- connie@cornerstalk.com
- connie.cooney@cloudfarming.net
- 978 764 7285