From:	A Wardell
To:	David Calhoun
Cc:	Borough Administrator; Carol Berlen
Subject:	Re: OHM Theory - 6/22/21 Meeting Summary
Date:	Wednesday, June 23, 2021 10:22:55 AM
Attachments:	PastedGraphic-2.png PastedGraphic-2.png

Good morning Dave,

Thank you for informing me about your meeting with OHM Theory. However, as you incorrectly stated in your June 18th email, we have not yet passed an ordinance on the sale of cannibus. As it stands we have only done the first reading of a potential ordinance. We will be voting on it at Monday's Council meeting. Therefore, I think it is inappropriate to be endorsing any specific company before the ordinance is passed. Although the ordinance may in fact pass on Monday, currently the Borough has no position on the topic.

Furthermore, it may be viewed as potentially unethical for a voting member of the governing body to give full endorsement of one company prior to the passage of any such ordinance that would allow sales. If another potential company were to suspect that favoritism was given to one particular company over another prior to the passage of said ordinance they would only need to obtain this email as proof. I remind you that as a member of council one should not be soliciting business or endorsing cannibus sales, or any industry, prior to an ordinance.

Andrew Wardell
Mayor, Borough of Neptune City

On Wed, Jun 23, 2021, 9:27 AM David Calhoun <dcalhoun@neptunecitynj.com> wrote:

> Gentlemen,
>
> For your reference, and since the Mayor was unable to attend, I wanted to provide a brief summary of the meeting held today with the principals of OHM Theory, who are interested in opening a retail cannabis establishment in Neptune City.
>
> Administrator Kane and I met with principals Digin Patel and Urvesh Patel, as well as their advisor Matt Anderson. They presented themselves as having a background in entrepreneurial ventures in heavily regulated industries, with one (Digan Patel) claiming to be the owner of Bond's Tavern in West Orange, while the other (Urvesh Patel) stated he and his family have historically been in the liquor business, currently owning a package store in Delaware.
>
> They stated they are currently investigating Neptune City and Lumberton for cannabis store locations. Both appeared to be well versed in the evolving State regulatory landscape, to the extent possible, detailing their understanding of what the New Jersey CRC (Cannabis Regulatory Commission) would require of them once they secure locations and local letters of agreement from potential partnering municipalities. They seemed to have a good grasp of the evolving supply line, in that most of the product they would be selling would be produced and sourced from growers in South Jersey at present.
>
> They presented a digital floor plan and rendering of what the store would look like (approximately 2500 square feet). They stated that they have contracted with a third-party

security firm to aid in planning & implementation of their business plan, and that personnel from this firm would be stationed within a sealed vestibule at the front of the store, age verifying and vetting all customers prior to allowing entry. The store itself would be staffed by at least 4 additional employees. Also, each customer would be required to watch a 3-minute video on local regulations prior to entry. Local law enforcement would have 24/7 access to security feeds within the store, and a hot button to call for police when required would be installed.

They are projecting first year revenues of $2,000,000.00, which of course is subject to actual sales if/when, they are chosen as one of the successful licensees in town.

Should it be determined that OHM Theory warrants further consideration, and as the council considers a proper vetting process for all interested parties, I am pleased to be able to offer my 30 plus years of experience in the retail sector, particularly in the field of regulated products, to provide Neptune City with a valuable advantage when considering viable business partners that will inhabit this new retail universe in a safe and secure way that protects our residents.

Best,

Dave

David Calhoun
David Calhoun
Council President
Borough of Neptune City
106 W. Sylvania Avenue
Neptune City, NJ 07753
dcalhoun@neptunecitynj.com