



2018 Municipal Symposium

TODAY'S OBJECTIVES

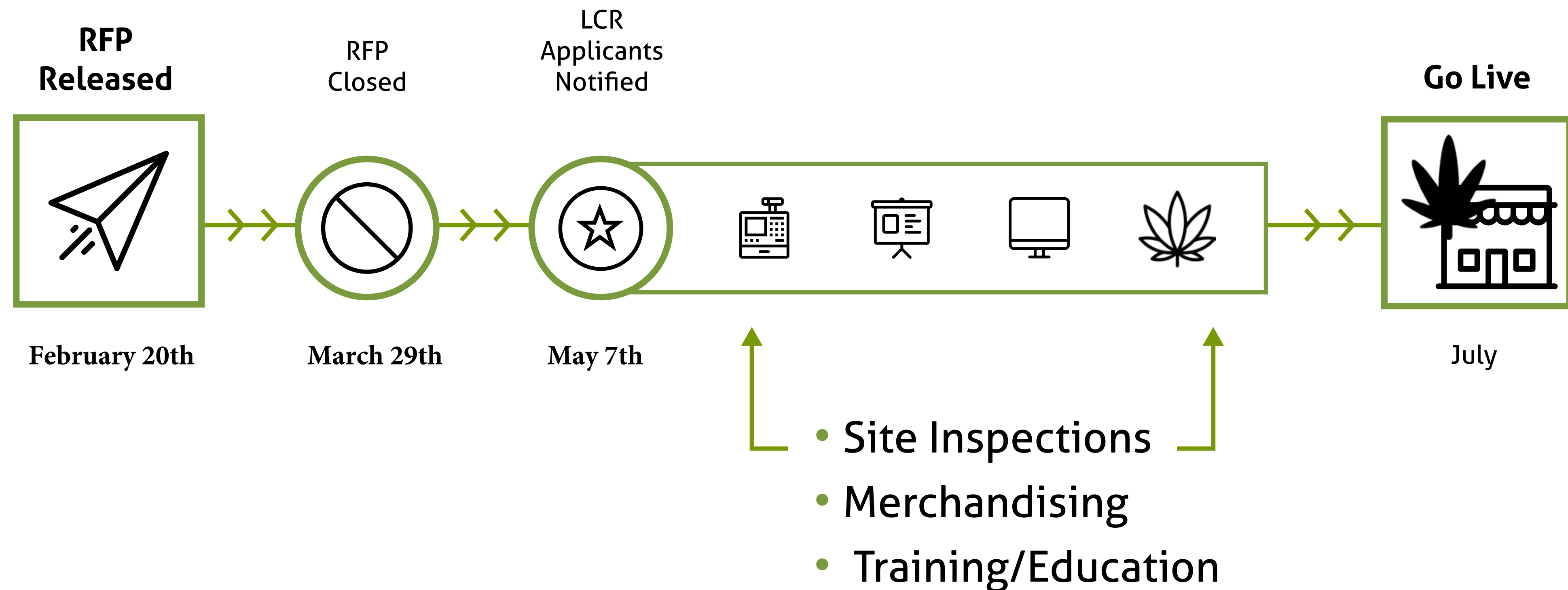


Share our Approach to the
Regulatory Framework for
Cannabis in Newfoundland
and Labrador.



Share the Key Foundational
Elements of the RFP for
Licensed Cannabis Retailers.

TIMELINE AT-A-GLANCE



GUIDING PILLARS



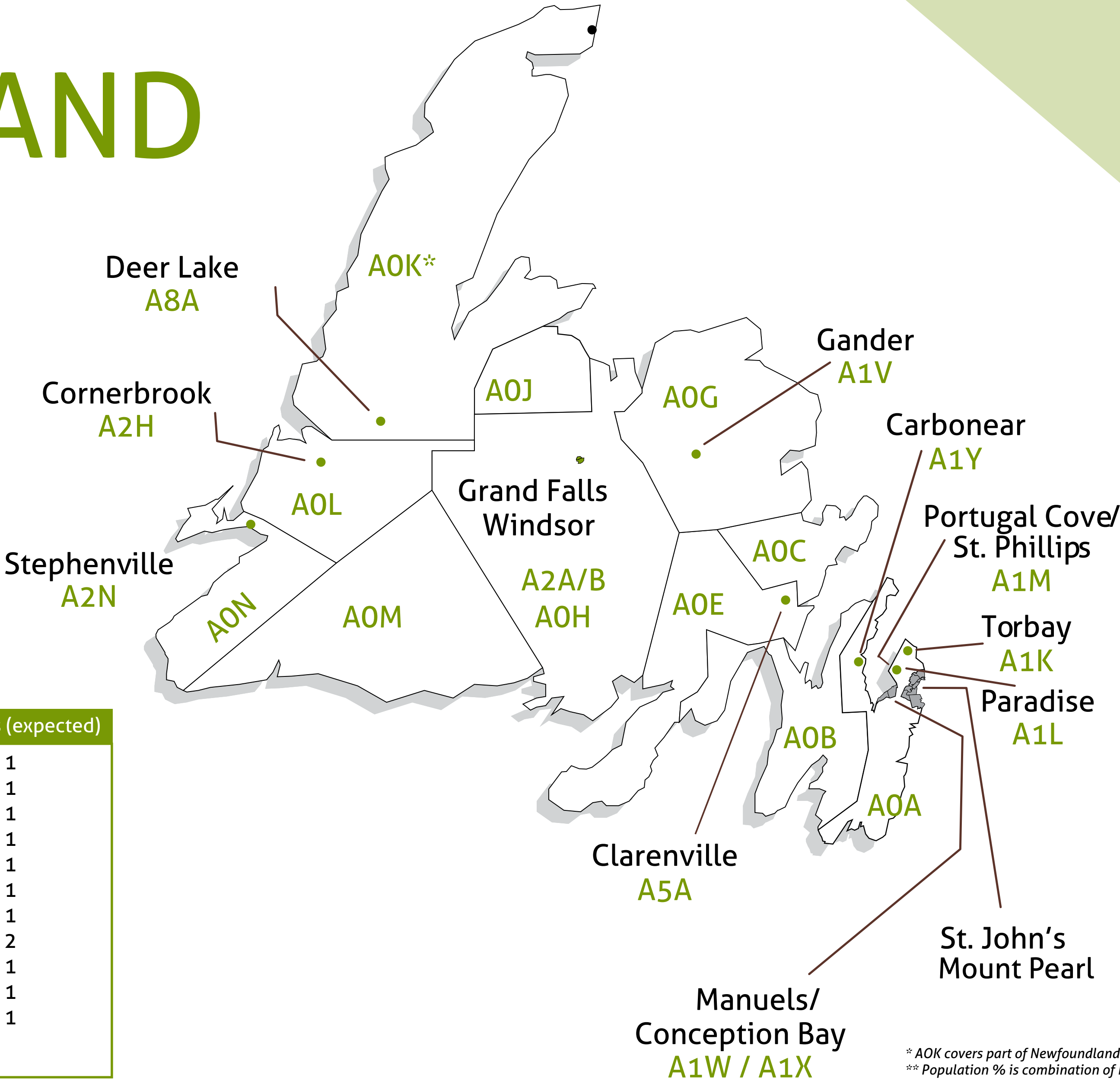
RETAIL FRAMEWORK

EXPECTED 41 LCRS FOR LEGALIZATION DAY

NEWFOUNDLAND

Area Code	Population %	# Stores (expected)
AOA	9.0	4
AOB	4.1	2
AOC	2.5	1
AOE	4.5	2
AOG	7.0	2
AOH	3.6	1
AOJ	1.6	1
AOK (NF)*	5.4**	2
AOL	1.4	1
AOM	1.2	1
AON	2.9	1
A1K	2.2	1

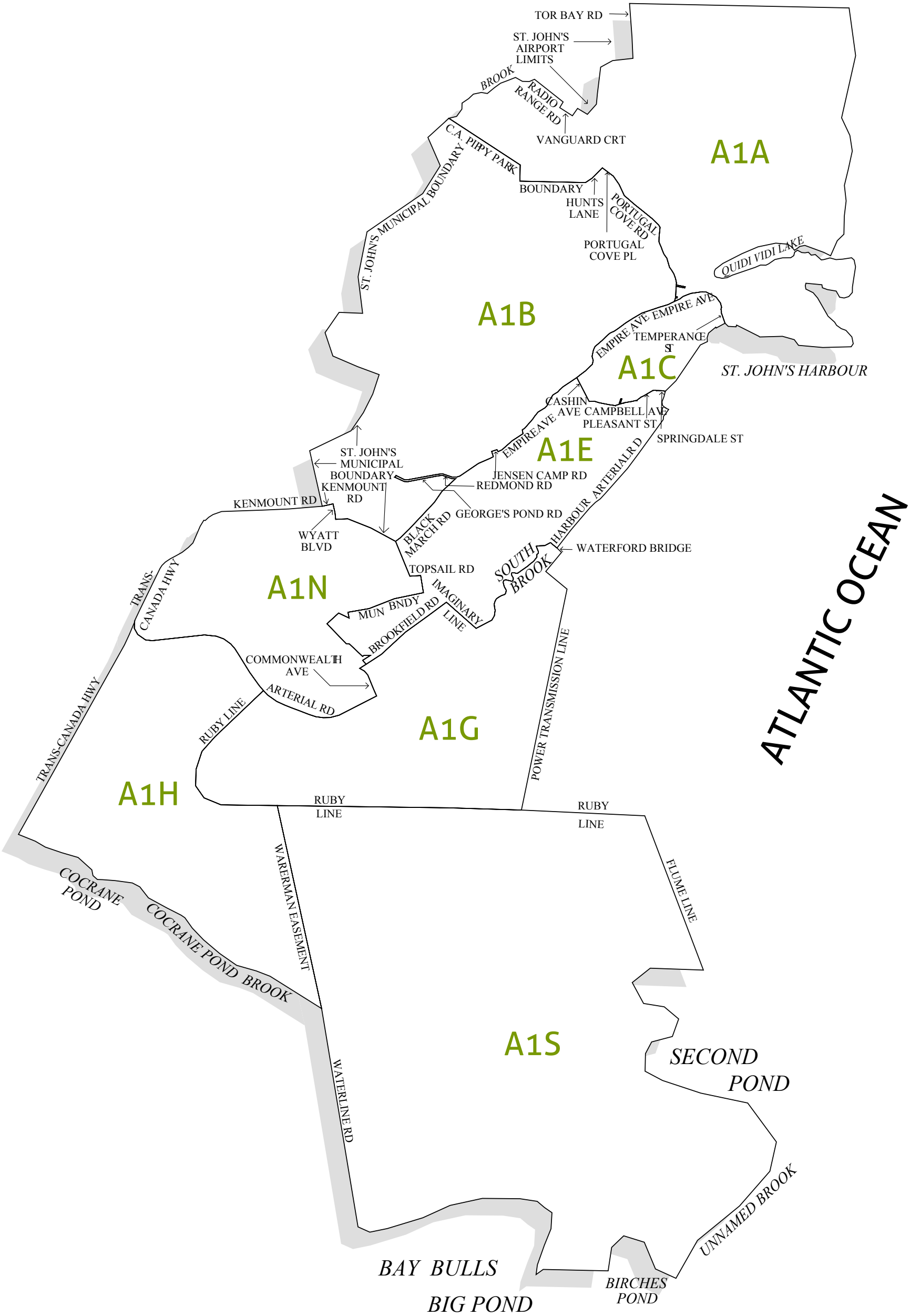
Area Code	Population %	# Stores (expected)
A1L	3.5	1
A1M	1.4	1
A1V	2.2	1
A1W	2.2	1
A1X	2.7	1
A1Y	1.0	1
A2A/A2B	2.7	1
A2H	5.0	2
A2N	1.7	1
A5A	1.5	1
A8A	1.3	1



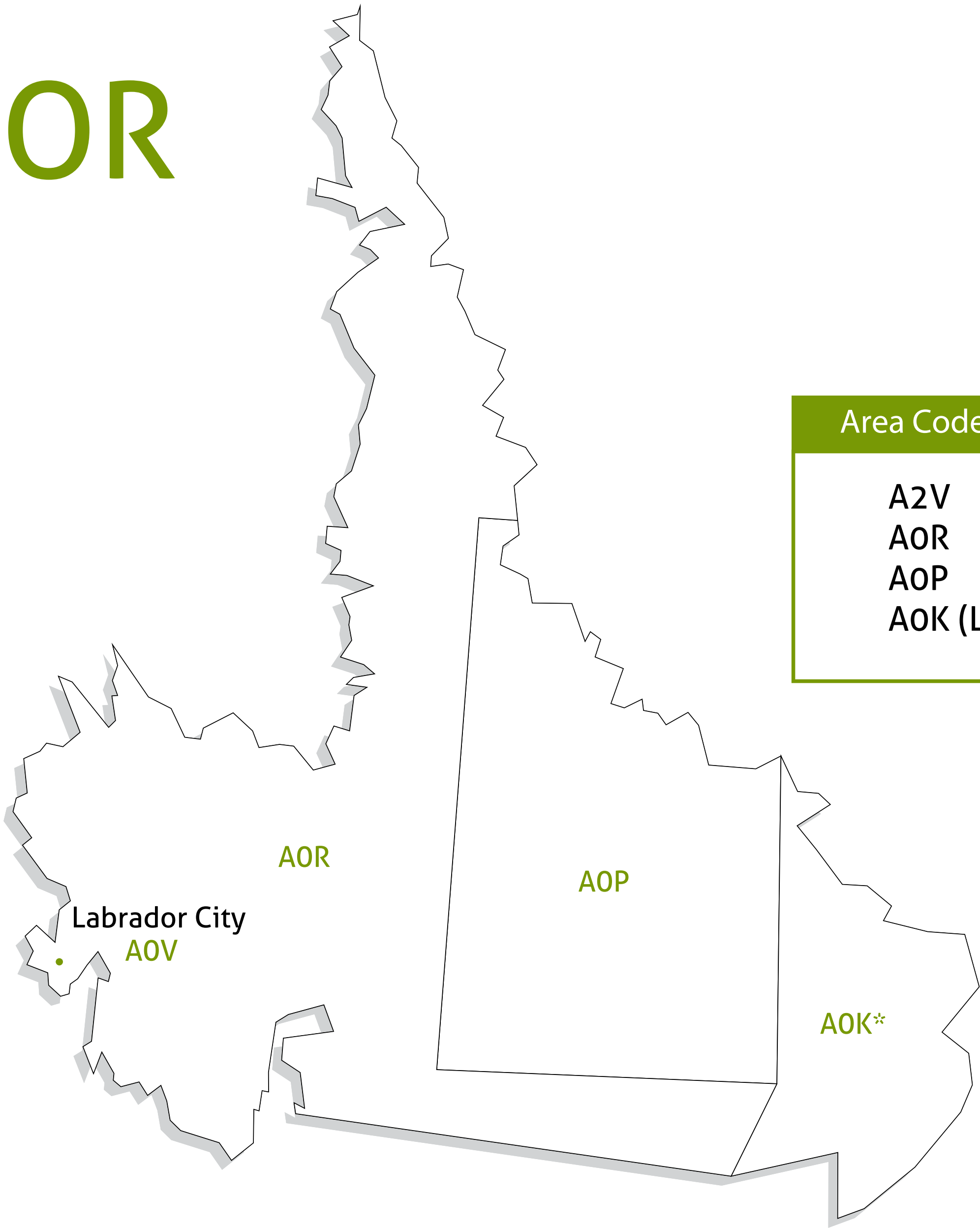
* AOK covers part of Newfoundland and part of Labrador.
** Population % is combination of Newfoundland & Labrador.

ST. JOHN'S MOUNT PEARL

Area Code	Population %	# Stores (expected)
A1A	5.7	1
A1B	3.5	1
A1C	2.6	1
A1E	5.5	1
A1G/A1H	1.7	1
A1N	4.7	1
A1S	1.3	1



LABRADOR



Area Code	Population %	# Stores (expected)
A2V	1.4	1
AOR	0.5	-
AOP	2.5	1
AOK (Lab)*	5.4**	1

* AOK covers part of Newfoundland and part of Labrador.
** Population % is combination of Newfoundland & Labrador.



RETAIL FRAMEWORK

A FOUR TIER MODEL

TIER 1

STAND ALONE



- Specialized Service Staff
- Wide Selection
- Dedicated Exterior Entrance
- Only 19 and Over Allowed

TIER 2

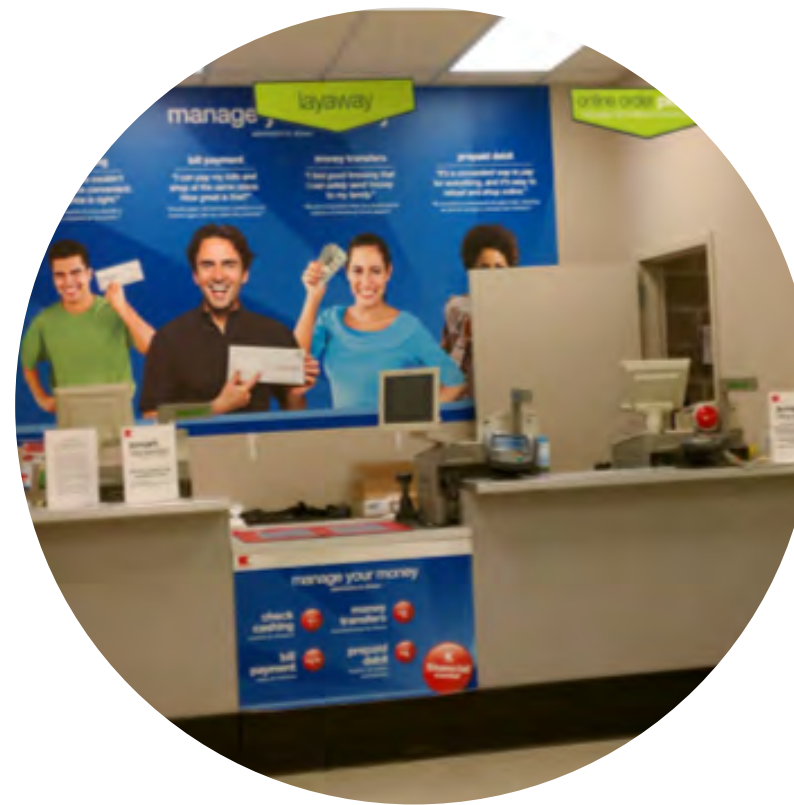
STORE-WITHIN-A-STORE



- Segregated, Contained & Secure Location Within Current Retail
- Dedicated Staff Scheduled for Cannabis Sales
- Cross Access Entrance With Self Closing Door
- Only 19 and Over Allowed

TIER 3

DEDICATED COUNTER




- Defined, Separated Footprint Within Existing Retail
- Products kept out of sight with limited incidental viewing

TIER 4

BEHIND THE
COUNTER/
POWERWALL

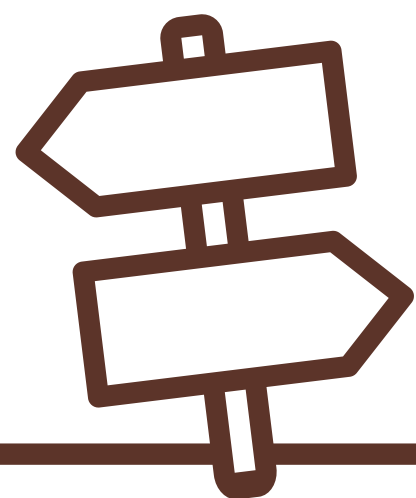


- Convenience Oriented
- Only staff over 19 years of age are eligible to sell product
- Products kept out of sight with limited incidental viewing

A photograph of a liquor store aisle, viewed through a dark overlay with a yellow border. The image shows shelves stocked with various bottles of alcohol. In the foreground, several bottles of Wolf Blass wine are visible, with labels that read 'Langhorne Creek McLaren Vale' and 'Wolf Blass'. In the background, a sign above a shelf reads 'Flavoured Spirits'. The overall scene is dimly lit, with the focus on the products.

RETAIL FRAMEWORK

THE ROAD AHEAD



THE ROAD AHEAD

17



Follow up with municipalities on public information sessions.



Assess the data. This will inform how we move forward.



Intergovernmental, collaborative approach in dealing with public education delivery, and enforcement initiatives.



QUESTIONS?