

Dear Mr. Buchholtz and the rest of City Council,

My name is Nick Montanari and I would like to formally request a working session among the council to discuss the future of my current business in the city of Spring Lake Park. I currently own and operate the business at 1440 85th ave NE suite 1458. I hold a tobacco and low dose hemp license in the city. My goal is to become a fully licensed recreational cannabis dispensary and would love Spring Lake Park's consideration and approval to operate here.

Here is an outline of my current status with the state:

I have received pre approval from the Office of Cannabis Management of Minnesota. My background checks have also come back with no issues reported. The next steps for me in this process are to engage with the city I do business in. Zoning and any city registration requirements are very important in this next step and this is where I would like to have an opportunity to present why I would be a great candidate for operating in Spring Lake Park.

Here is an outline of my background as a professional in business and the industry itself:

As a high school student and athlete I had a 3.9 GPA and always challenged myself with class selection. While maintaining that GPA I earned many athletic awards tied to performance and work ethic. Having a driven attitude for anything I did led me into attending the University of Minnesota Duluth to earn a bachelors degree in Management Information Systems. This is a business management degree mixed with many IT skillsets. I have also been able to grow a corporate career for the last 12 years since graduating with that degree. I have gained interpersonal, management, leadership and many other professional skills during my career. Always having an entrepreneurial spirit I decided to take my skills into owning a few businesses. A few of those businesses are in the emerging cannabis industry.

I have been in the Minnesota Cannabis industry since it's inception in the year 2018 when the federal farm bill was passed allowing sales of CBD products nationwide. Since then, I have come to own four cannabis businesses in Minnesota. My team and I have been building manufacturing, distribution, wholesaling, marketing, staffing and retail channels for the last seven years to be prepared for the days that are now on our front door step - recreational licensing. My companies have been some of the largest sponsors in the largest cannabis events in Minnesota. One of our brands is currently one of the largest distributed products in the state. I have a large network across the industry and can be an asset to anyone with questions and navigating the always changing rules and regulations across the state. I am not a new guy trying to make a quick buck in this industry, I have been here and am passionate about education to the people and providing products that will truly help them in their everyday lives through a safe compliant process. I also have a team of loyal and hardworking individuals that have stuck it out with me over the legalization roll out.

Here is an outline of the businesses future plans:

Retail - Currently operating as a retail store at 1440 85th ave NE I would like to keep that momentum going. I understand there is an ordinance for just one retail store but I truly feel I can be a large productive asset to this city. Besides our large local following and customers from surrounding areas, we also attract many out of state customers and tourists passing through our city. This is all tied to the hard work and great customer service provided by my team at the store. Customers do indeed return for multiple visits and we gain new customers weekly still today. Our store phone rings daily with new curious customers that have come across our business on multiple platforms. My minimum projection at this location alone will generate a large amount of tax dollars from a wide range of consumers. This would help pour a lot of money back into the state and city itself. It has always been a long term goal to convert this store to a fully licensed cannabis dispensary and employee lives and my future truly depend on it happening. We are prepared for it and could do it quickly and efficiently.

Micro License in general - My company applied for a micro license type through the state. This is defined as more than retail operations. It can include cultivation, wholesale operations, safe onsite consumption, events and transportation of cannabis products. The reason my company applied for this type of license is because we have the capabilities, team, and prep work ready to operate all of these channels. We would love to utilize and be fully licensed at our current location to do at least some of these operations. I do understand that some mentioned above would be limited but would love to have a conversation and be on the same page with the city.

Here is an outline of what the state requires to get fully approved in terms of documented plans:

Security Plan: Having been in the industry for many years and operating other retail stores I personally have a network of cannabis security experienced professionals ready to fully prepare any building I operate in. Mayor Nelson raised concern on security at the latest city council meeting on 7/7/25 and I would like to assure him our location would be built and prepared for security properly. I was also required to upload a document to the state application portal for the documented plan.

Business Plan - I was required to upload a documented plan to the state application portal.

Training and Education Plans for Employees - I was required to upload a documented plan to the state application portal.

SOP Quality Assurance plan - I was required to upload a documented plan to the state application portal.

SOP Inventory Control, storage, diversion prevention - I was required to upload a documented plan to the state application portal.

SOP Accounting and Tax Compliance - I was required to upload a documented plan to the state application portal.

Operation Plans - I was required to upload a documented plan to the state application portal.

Conclusion:

I would really appreciate the Council's consideration in providing my company an opportunity to grow and thrive in your community as a licensed cannabis operator. My employees and I enjoy showing up to be a part of the existing community everyday. We have been growing our presence in this city for multiple years now and have a loyal customer base. I would definitely love to work with the city to create partnerships and sponsorships with community events and fund raising efforts. We have been the only cannabis company to attend Tower Days multiple years and actually would love to have a bigger part in it in the future. There are dedicated employees and lives at stake here because the hard reality of it is, low dose hemp sales is not enough to sustain paying livable wages and paying business bills. We have been powering through to the days upon us being prepared as much as we can be. People have trusted me as a business owner with their future and lives. They have built their commutes and daily activities around our current location all in hopes for a long term future here in Spring Lake Park, MN.

Please notify me of any next steps needed on my end. I would be happy to discuss this at a council meeting or any type of meeting where I could be considered a candidate. Please take this as a letter to perform a working session around and please use me as a resource for any feedback and questions you may have.

Thank you

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