



Dutchess

CANNABIS

Application for a new license for a Recreational Retail License at
1524 VFW Parkway, West Roxbury, MA 02132

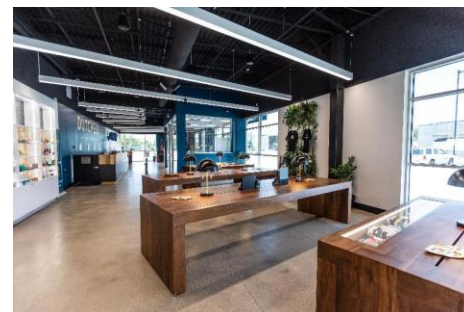
Business Owner: Austin Group Ventures West Roxbury, LLC d/b/a Dutchess Cannabis

Boston Cannabis Board Presentation
September 17, 2025

www.dutchesscanna.com

About Dutchess

At Dutchess, we proudly stand as the Crown Jewel of Cannabis, providing everyone with the royal treatment. We are committed to exceptional service, quality products, at affordable prices. Our vision is to make everyone who enters our doors, feel like royalty.



Founded and operated entirely by women, Dutchess has successfully expanded its retail footprint across Illinois and Massachusetts. Our unique approach centers the understanding of diverse consumer preferences, fostering brand loyalty and driving innovation in the cannabis dispensary experience.

Meg Rubino, Founder & CEO

Meet The Dutchess Team



Meg Rubino
CEO & Founder



Alexis Bigi-Prow
VP of Retail Operations



Domonique Nelson
HR Manager



Courtney Rybicki
Director of Operations



Wren Berger
Director of Procurement



Charlotte Carter
Marketing



Why Dutchess?

- **Cannabis Experience:** Executive team has 18+ years combined experience in the cannabis industry
- **Leadership and Retail Experience:** 21+ years in multi-unit experience for companies like GameStop, Amazon, small start up cannabis company and a multi-state cannabis operator prior to Dutchess
- Getting an experienced leadership team who knows cannabis and retail that is focused on the customer experience
- **Menu and Product Curation:** Carefully curated product selection with customer in mind
- **Community Partnerships:** Chamber of Commerce membership, sponsorship and participation of community events, collaboration with first responders

Expanding Footprint

Our presence:

- States: 2
- Operating Dispensaries: 5
- Dispensary Under Construction: 1
- Dispensaries Under Proposed COO: 3

Our Locations:

- Oak Park, IL
- Morton Grove, IL
- North Riverside, IL
- Markham, IL
- Lynwood, IL
- Batavia, IL (Opening Sept. 2025)
- West Roxbury, MA (Proposed COO)
- Allston, MA (Proposed COO)
- Framingham, MA (Proposed COO)



The Site:

- **Location:** 1525 VFW Pkwy, Boston, MA 02132
- **Current Use:** Beacon Compassion, Inc., d/b/a Uptop Cannabis has a retail adult use dispensary on site
- **Change of Ownership:** Austin Group Ventures West Roxbury, LLC will take over site
- **Hours of Operation:** Mon-Sat: 9am-9pm, Sun: 10am-7pm
- **Number of Employees:** 17
- **Parking:** On site



Dutchess Experience

In Store

- **POS:** 6 POS
- **Hours of operation:** Mon - Sat: 9am-9pm, Sun: 10am-7pm
- **Transactions peak:** 67 transactions an hour
- **Transactions non-peak:** 32 transactions an hour
- **Kiosk Ordering:** - Associates ready to assist customers with their product questions and needs

Orders

- 88% of our revenue comes from our loyal members
- 63% of our total orders are pre-orders, this allows for a quick in and out experience
- Average customer transaction time is 3-4 minutes

Safety and Security

Experience and state of the art security systems allow us to ensure the highest level of safety and security in each of our locations.

ACTIVE
AGGRESSOR

BANNING OF
CUSTOMERS

SEVERE
WEATHER

SITE
SECURITY
PLANS

BOMB
THREAT

DIVERSION
PREVENTION

EVACUATION
PLANS

FIRE
RESPONSE

EMERGENCY ACTION PLANS

SECURITY EQUIPMENT

- **Alarm & Intrusion:** All sites are equipped with an alarm & intrusion system monitored 24/7 365. Devices include. Panic buttons, glass break sensors, motion detectors & door contacts, alarm panel. All monitored & serviced by a national vendor.
- **Restricted Access:** All sites are equipped with a fully operational card access system with the ability to limit or deny access to critical areas, create daily logs, provide, or terminate any access within a moment's notice if needed.
- **Comprehensive Surveillance:** 360-degree camera coverage of all areas cannabis is sold, stored, packaged or destroyed to ensure compliance with State regulations and Approved by certified state inspectors.

Proactive Security and Safety Protocols

Management & Training

- Team trained on de-escalation techniques
- Shadow and positional training for all new team members
- Annual Responsible Vendor Training through an approved vendor, Seed Talent

Security and Safety

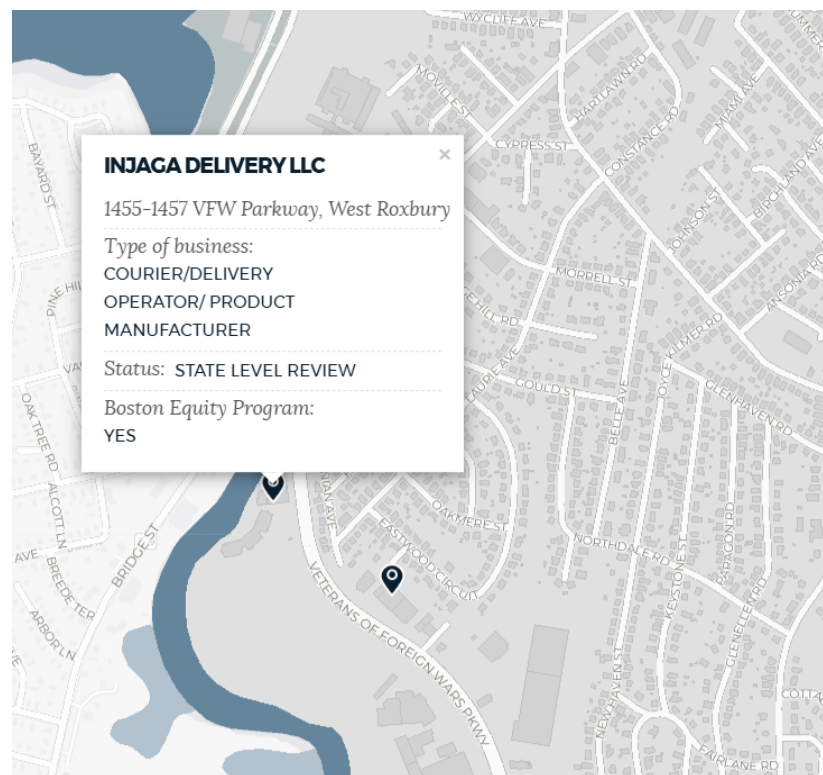
- Monthly safety, security and compliance audits conducted
- ID scanners used in lobby and at POS

Hiring Goals

- Dutchess Cannabis has agreed to maintain the existing seventeen (17) employees. Going forward, Dutchess Cannabis will use best efforts to utilize the previously approved hiring goals for this location, summarized as follows:
 - 40% Women
 - 35% People of Color
 - Hiring to match the communities we operate in
 - Local advertising and promotion of job opportunities within the neighborhood
 - Policy of internal promotion to provide job growth from within
 - Robust internal accountability policy
 - Annual Reporting against goals, and initiatives
 - Employee education on diversity, implicit biases and sensitivity within the first ninety (90) days of employment

Buffer Zone

- There is an existing, fully operational Marijuana Retailer at the location where Dutchess is planning to locate, 1524 VFW Parkway. The site has been vetted and approved by the Boston Cannabis Board (BCB) and the BCB has already made the determination that a Marijuana Retailer use at the site is not injurious to the neighborhood or otherwise detrimental to the public welfare. Although there is a proposed marijuana establishment within a half mile of the proposed site, the BCB should not deny a conditional license because the site already has a Marijuana Retailer use and because the other establishment within the buffer zone is a proposed Courier/Delivery Operator/Product Manufacturer that will not compete directly with the Applicant.





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Questions?

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