



## PAUL COHEN'S *Marijuana Hub*



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### MORE THOUGHTS ON THE HARBORSIDE HEALTH CENTER

- ▶ A very good place to learn about the cannabis/marijuana industry is visiting dispensaries such as the Harborside Health Center (aka Harbor). Take your time and check out each product line.
- ▶ There is a large parking lot. On a Saturday, there were no lines outside; there was a line inside.
- ▶ I counted 4 people greeting people at the front door, checking for doctor's prescription letters. This is the easiest money possible for an MD, a gift from heaven. It is a racket and nothing more. Why are 4 people needed to read these letters; couldn't 1 or 2 do? I assume they are all being paid. They are like the bouncers at a night club.
- ▶ Entering the building, probably about 3,000 square feet plus or minus, there were another 4 people inside the door. I assumed their role was to show new people through the facility. Inside of an office to the immediate left were 2 more people inputting data into their computers, requiring a sign up signature for new members. The game is: sign up new members at all cost.
- ▶ There is a desk on the left side of the entrance for showing credentials with another 2 and sometimes 3 people.
- ▶ The long product sales counter had about 14 people vending product to members. Behind the counter were refrigerators, shelves and drawers. This is one of the premier dispensary counters in California.
- ▶ At the end of the store there were 2 people selling plants for \$16.00. At other facilities in Northern California these plants can sell for half of that price: \$8.00.
- ▶ There were probably another 2 or 3 Harborside people milling around. I could not figure out what they do. The total was about 30 - 32 people I counted working a 3,000 square foot facility. That is just amazing.
- ▶ If the clientele had about 80% phony medical letters (I don't know the percentage), the rest of the 20% letters being real need, this facility like others similar to it are really candy counters for recreational pot. You did not have to be a genius to look at the quality of people buying THC. I saw most as a sordid group of THC regulars. No suits and ties here.
- ▶ It gives us pause to analyze the foundation of the entire cannabis/marijuana entire industry. Medical is really mostly recreational. It is big money on a mush foundation. I don't see how it can be cleaned up at this time.