

## Case Study

# TAKING A GRASSROOTS APPROACH TO HELP CULTIVATORS GROW MORE

Bloom Medicinals | Cameron, Missouri





# *A Growing Company...*

(pun intended) can always use an expert opinion, especially when it comes to launching an entirely new market with a strict set of guidelines regarding space use. In this case study, Bloom Medicinals, a Kansas City-area cultivator, put their trust in Spacesaver's industry expertise to optimize available space while adhering to state regulations, allowing them to focus on building the business and providing value for their clients.



## Answering the Call

Following Missouri's legalization of medical marijuana cultivation by ballot initiative in 2018, Spacesaver's local consultant kept a close eye on regulatory developments. As soon as a list of approved cultivators was released in late 2020, the consultant began calling new licensees to help add efficient systems to their new operation. One of those calls connected Spacesaver with Matt Holland, Cultivation Director for Bloom Medicinals.

Bloom Medicinals was familiar with competitors' aluminum-based products and knew their carriages should be made of a more durable material like steel. Coming from a facility that operated with a single tier grow platform, Bloom's cultivators had concerns about potential challenges – lighting, drainage, fertigation, and cost – but were open to learning more about the benefits of Spacesaver's multi-tier GROW system. Knowing this, Spacesaver's consultant took the time to walkthrough the versatile features and benefits of the GROW mobile system and put Bloom's team at ease.

*"Spacesaver's consultant contacted us very early on in our planning of the buildout. We looked into three or four other companies and was in touch with them, ultimately it came down to Spacesaver offering not only the best quote, but the ability to give us the personal attention we needed."*

**Matt Holland** | Cultivation Director, Bloom Medicinals





## SOLUTION

# Maximizing Canopy with Careful Configuration

The state of Missouri limits canopy area at 30,000 SF, which was a major consideration in designing the layout of storage systems. Throughout the built-out portion of the facility, rooms are all approximately 30' x 40' with 16' ceilings. Not an issue until you factor in that three of these rooms have structural columns located in different parts of the room, eliminating the possibility of a replicable layout in each room.

In some rooms the racks go in different directions due to the column placement, causing the available canopy size to differ dramatically from room to room (1550 SF to 1200 SF depending on column number and placement). Knowing this, system designs were strategically adjusted to fit the space. Accomplishing this while respecting the health and safety of both parties' team members and state regulations, led our consultant to finalize the details of the whole project online, while coordinating appointments with the architect and installers to take measurements.

*"The consultant really spent a lot of time ensuring we would get the maximum canopy for each room's unique layout."*

**Matt Holland** | Cultivation Director, Bloom Medicinals



## SOLUTION

As they are also drying plants in the facility, Bloom is also utilizing Spacesaver's drying system including a mobile cart and one 12' tall rack system. While it is a substantial size, it only covers one tenth of the drying area. As they continue to develop their process and expand into their facility, they hope to add onto the drying system to increase efficiency and yield.

*"It (the drying system) is a very well-thought-out design, and we like it. When other growers come to visit, it is always one thing they are impressed by."*

– Matt Holland | Cultivation Director, Bloom Medicinals











## Preparing for the Next Tier of Growth

After diligently working through the process with all parties, our consultant was able to optimize space and maximize Bloom's canopy by pairing two-tiered GROW mobile systems with Hawthorne trays and Gavita lighting systems.

*"We have no complaints whatsoever with the product. It's great and it works as advertised and we haven't had any issues with it at all. We've only been up and running for 6 months now with plants in the room, but we've been able to use every room with the racks and it's worked great."*

**Matt Holland** | Cultivation Director, Bloom Medicinals

Now that they have been able to establish processes and become fully operational with plants in all their current spaces which encompasses approximately 8,000 SF of canopy, Bloom Medicinals is looking to continue to expand its operation and increase its impact in the greater Kansas City area.



## *Connect with the experts in **GROWing** More*

With distributors throughout the US and Canada, we can help maximize and protect your yield as your operation grows. Contact us to get connected to your nearby Spacesaver GROW consultant, who can offer space-planning assistance, detailed product information, and answers to all your questions.

There's no cost and no obligation, so contact us today.

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