



**TOWN OF LOS GATOS
COUNCIL AGENDA REPORT**

MEETING DATE: 01/18/2022

ITEM NO: 10

DATE: January 11, 2022
TO: Mayor and Town Council
FROM: Robert Schultz, Town Attorney
SUBJECT: Cannabis Consultant Services:
a. Authorize the Town Manager to Engage the Services of a Cannabis Consultant to Evaluate the Potential Taxation of Cannabis and Potential Amendments to the Town's Cannabis Ordinance in an Amount not to exceed \$50,000; and,
b. Approve an Expenditure Budget Adjustment in the Amount of \$50,000 from Available Capital/Special Projects Reserve.

RECOMMENDATION:

Staff recommends that the Town Council take the following actions regarding cannabis consulting services:

- a. Authorize the Town Manager to engage the services of a Cannabis Consultant to evaluate the potential taxation of cannabis and potential amendments to the Town's Cannabis Ordinance in an amount not to exceed \$50,000; and,
- b. Approve an expenditure budget adjustment in the amount of \$50,000 from available Capital/Special Projects Reserve.

BACKGROUND:

Medical cannabis use has been legal in California since 1996. On November 9, 2016, adult use of cannabis by persons age 21 or over became legal in California. However, cities still retain full regulatory authority over all commercial cannabis businesses. In June 2017, California enacted the Medicinal and Adult Use Cannabis Regulation and Safety Act (MAUCRSA), which consolidated the State regulatory and licensing framework for medical and adult-use cannabis. The State agencies responsible for regulating commercial cannabis activity adopted regulations addressing commercial cannabis activity. These State regulations affect commercial cannabis activity and include a variety of licensing, operation, and business location requirements.

PREPARED BY: Robert Schultz
Town Attorney

Reviewed by: Town Manager, Assistant Town Manager, and Finance Director

SUBJECT: Approval to Engage the Services of a Cannabis Consultant Prior to Requesting Direction Related to Steps for Possible Cannabis Tax and Amendments to Town Cannabis Regulations

DATE: January 11, 2022

BACKGROUND (continued):

On January 1, 2018, the State began issuing State licenses allowing businesses to sell cannabis products for medical use to individuals who are at least 18 and have a valid physician's recommendation, and adult use to adults 21 and over.

With recent State law changes, cities and counties across California are exploring these new regulations and the fiscal tax impact of allowing commercial cannabis operations and facilities. According to local governments' cannabis policy experts HdL Companies, two years ago there were 16,000 cannabis businesses. In California, there are 661 storefront retail licenses in 120 jurisdictions that allow retail. HdL indicates the market demand is for 1,842 retail licenses.

However, the only other cities in Santa Clara County that have, to this point, permitted commercial cannabis businesses are San Jose and Mountain View. The City of San Jose currently has a total of 16 cannabis retail facilities and is evaluating raising the number of allowed cannabis retail stores to 42. The 16 cannabis retail facilities in San Jose are expected to generate \$17.5 million in revenues to the City for Fiscal Year (FY) 2021/22. In Mountain View, the City Council adopted cannabis regulations to permit a maximum of three (3) non-storefront retail cannabis businesses. The FY 2020/21 Mountain View Budget states that "Revenue is projected to increase \$737,000 (13.8%) in FY 2021/22 from the FY 2020/21 unaudited, primarily from the approval of one cannabis permit and the Recology franchise fee. Revenues are projected to increase in the remaining Forecast years as the economy is projected to recover and with the opening of two additional cannabis businesses."

In contrast, the Town has maintained a moratorium or prohibition of commercial cultivation, manufacturing, processing, laboratory testing, labeling, storing, wholesale and retail sales and distribution, and deliveries of cannabis, cannabis products, and all cannabis derivatives in the Town of Los Gatos. The Town currently allows deliveries from dispensatories located outside of the Town, cultivation (of up to six plants), and the transportation, possession, purchase of cannabis legally acquired outside of the Town.

In January 2021, the Town Council directed staff to study potentially allowing and regulating commercial cannabis businesses in Los Gatos and to seek public input on these issues. In response, the Town Attorney held approximately ten public meetings with various community groups and Town Boards/Commissions/Committees to facilitate the discussion and to seek input on whether the Council should consider potential amendments to our cannabis regulations. At these public meetings, the majority of the public expressed an interest in allowing cannabis businesses in Town and were interested in the potential new source of tax revenue but also expressed concerns and uncertainty about allowing cannabis operations and the potential health and safety impacts. In addition, the Town conducted a Survey Monkey poll to solicit input from the public. The results of the survey are set forth in Attachment 1.

SUBJECT: Approval to Engage the Services of a Cannabis Consultant Prior to Requesting Direction Related to Steps for Possible Cannabis Tax and Amendments to Town Cannabis Regulations

DATE: January 11, 2022

DISCUSSION:

It continues to be staff's position that Town Council should further study and obtain additional public input regarding the potential permitting of some or all of the various uses of cannabis (e.g., retail sale, warehousing/distribution, laboratory testing, manufacturing, and/or commercial cultivation). It is staff's position that the Council would greatly benefit from an expert cannabis consultant to help the Council and public better understand the legal cannabis industry and the implications of allowing licensed cannabis businesses.

For example, based on staff's research, HdL is one of the leading firms offering cannabis regulatory and permitting policy services. The company represents over 175 cities and counties in California for cannabis related services. HdL's Cannabis Management Team of professionals has over 46 years of direct experience establishing and implementing cannabis regulatory and taxation programs, including establishing land use regulations, permit processes, staffing plans, cost recovery fees, fiscal analysis, regulatory compliance, financial audits, and staff training. Based upon staff's review of other cities, the costs of hiring an expert cannabis consultant would be between \$35,000 to \$50,000. Attachment 2 is an example of the draft proposal for a scope of services from a cannabis consultant.

In short, with the recent resignation of the Town Attorney, the Town does not have the in-house capacity or expertise to conduct additional public meetings, prepare a fiscal analysis and tax cost recovery fee study, draft a cannabis regulatory ordinance, and draft cannabis tax ordinance and accompanying ballot measure language. In addition, staff could not find a single small city that did not use cannabis consultants to help with development of regulations. Therefore, the Town would benefit from hiring a cannabis consultant in order to provide the expertise the Town Council and Town staff require to continue to evaluate this issue.

CONCLUSION AND NEXT STEPS:

Staff seeks Town Council authorization to enter into an agreement with a cannabis consultant that would include a scope of services that provides for community meetings, preparation of a fiscal analysis, development of an amended or new cannabis ordinance, development of the application process and cost recovery fees, and development of a cannabis tax ordinance and accompanying ballot measure. If approved, outreach to the Town Finance Commission and other stakeholders would be part of the community engagement process. Once the consultants have completed their work, the Council would consider the package and then vote whether or not to move forward with a ballot measure.

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SUBJECT: Approval to Engage the Services of a Cannabis Consultant Prior to Requesting
Direction Related to Steps for Possible Cannabis Tax and Amendments to Town
Cannabis Regulations

DATE: January 11, 2022

ALTERNATIVES:

Direct staff to discontinue research and related work on potential regulation and taxation of commercial cannabis.

COORDINATION:

This report was coordinated with the Town Manager's Office.

FISCAL IMPACT:

Cannabis Consultant services will cost approximately \$50,000, requiring the recommended budget adjustment.

ENVIRONMENTAL ASSESSMENT:

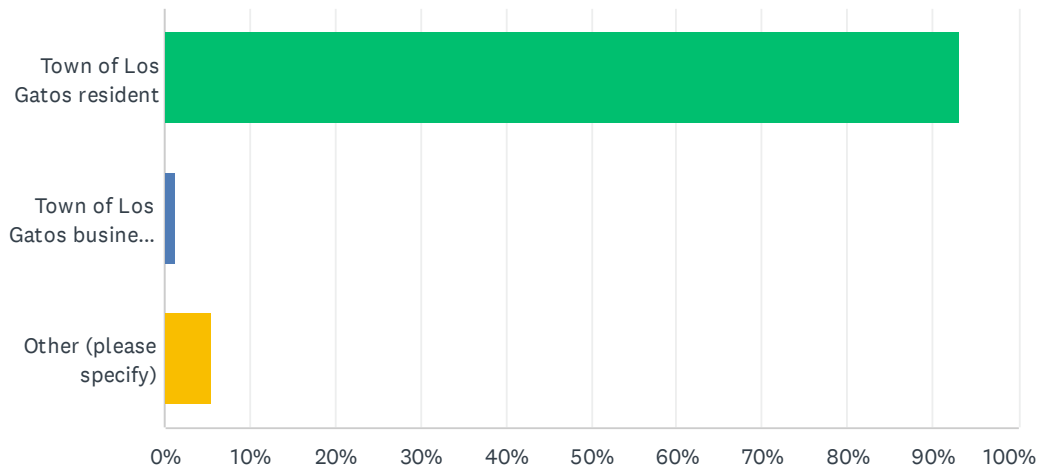
This is not a project defined under CEQA, and no further action is required.

Attachments:

1. Survey
2. Sample Proposal

Q1 Which of the following best describes you?

Answered: 948 Skipped: 3



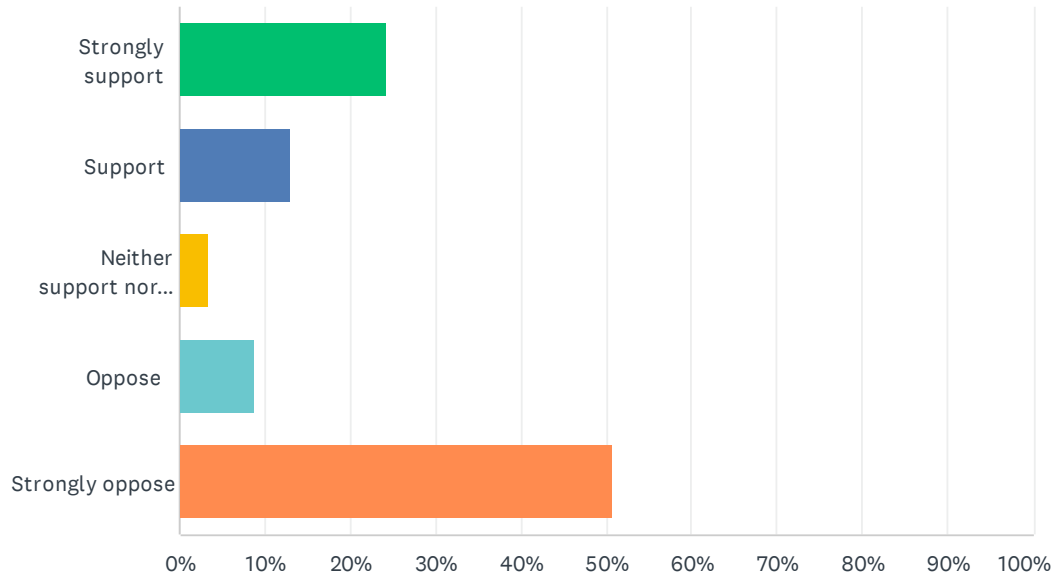
ANSWER CHOICES	RESPONSES	
Town of Los Gatos resident	93.14%	883
Town of Los Gatos business owner	1.37%	13
Other (please specify)	5.49%	52
TOTAL		948

#	OTHER (PLEASE SPECIFY)	DATE
1	Living in bordering city	10/29/2021 11:11 PM
2	San Jose resident who frequents LG	10/29/2021 11:06 PM
3	Patron and employee	10/29/2021 10:36 PM
4	Adjacent Resident	10/29/2021 10:33 PM
5	Resident and Business owner	10/15/2021 4:47 PM
6	Saratoga resident	10/1/2021 7:46 AM
7	Almaden Valley resident	9/29/2021 7:50 PM
8	Live a stone throw away from LG near Leigh High School	9/29/2021 7:10 PM
9	I grew up in LG and live in Campbell now. Parents live in LG and I still consider myself a part of the LG community.	9/29/2021 2:45 PM
10	I work in Town of Los Gatos	9/28/2021 6:12 PM
11	Nearby resident	9/28/2021 1:01 PM
12	County resident	9/24/2021 4:43 PM
13	Nearby resident	9/24/2021 10:47 AM
14	Unincorporated Los Gatos resident	9/20/2021 4:55 PM
15	Cannabis Industry Professional	9/15/2021 2:44 PM
16	Los Gatos Mountains	9/14/2021 10:30 AM

17	saratoga resident	9/10/2021 2:06 PM
18	Employed in the Town of Los Gatos	9/7/2021 9:02 AM
19	Saratoga resident	9/6/2021 9:21 AM
20	Bay Area resident	9/5/2021 11:55 PM
21	Morgan Hill	9/5/2021 11:15 PM
22	Visitor from Saratoga	9/5/2021 10:53 PM
23	Living near Los Gatos and visit Los Gatos frequently, love the vibes of downtown LG	9/5/2021 10:16 PM
24	Los Gatos Mountain resident	9/5/2021 12:33 PM
25	95033 mountain zip code, LGHS & Los Gatos address	9/5/2021 11:22 AM
26	campbell resident	9/3/2021 8:00 AM
27	Los Gatos Commercial Real Estate Agent	9/1/2021 10:19 AM
28	Unincorporated Los Gatos resident	8/30/2021 5:52 PM
29	Los Gatos address, county	8/30/2021 1:23 PM
30	Work in Town	8/30/2021 12:58 PM
31	County resident in Los Gatos	8/22/2021 5:32 PM
32	Monte Sereno resident	8/21/2021 4:10 PM
33	Live one block away from Los Gatos border	8/21/2021 8:57 AM
34	I live in the mountains, Unincorporated area Los Gatos address, Santa Clara County	8/20/2021 5:09 PM
35	property owner	8/19/2021 11:17 AM
36	Campbell Resident on Border	8/19/2021 9:53 AM
37	Monte Sereno resident	8/19/2021 9:23 AM
38	Work at Los Gatos High School	8/19/2021 8:58 AM
39	Almaden resident	8/19/2021 7:14 AM
40	Monte Sereno resident	8/18/2021 9:09 PM
41	Monte Sereno resident	8/18/2021 1:32 PM
42	I live right on the border. My Safeway is in Los Gatos.	8/17/2021 10:04 PM
43	95033	8/17/2021 8:56 PM
44	Employed in Los Gatos	8/17/2021 8:18 PM
45	Both	8/17/2021 7:01 PM
46	staff	8/17/2021 6:57 PM
47	County Los Gatos	8/17/2021 6:15 PM
48	Former resident and bordering city resident (Campbell)	8/17/2021 6:13 PM
49	Saratoga resident	8/17/2021 4:27 PM
50	Resident of unincorporated Los Gatos	8/17/2021 4:20 PM
51	Resident of a nearby city, frequent visitor to Los gatos	8/17/2021 4:15 PM
52	Nearby resident	8/17/2021 4:13 PM

Q2 In general, do you support or oppose allowing commercial cannabis businesses in Los Gatos?

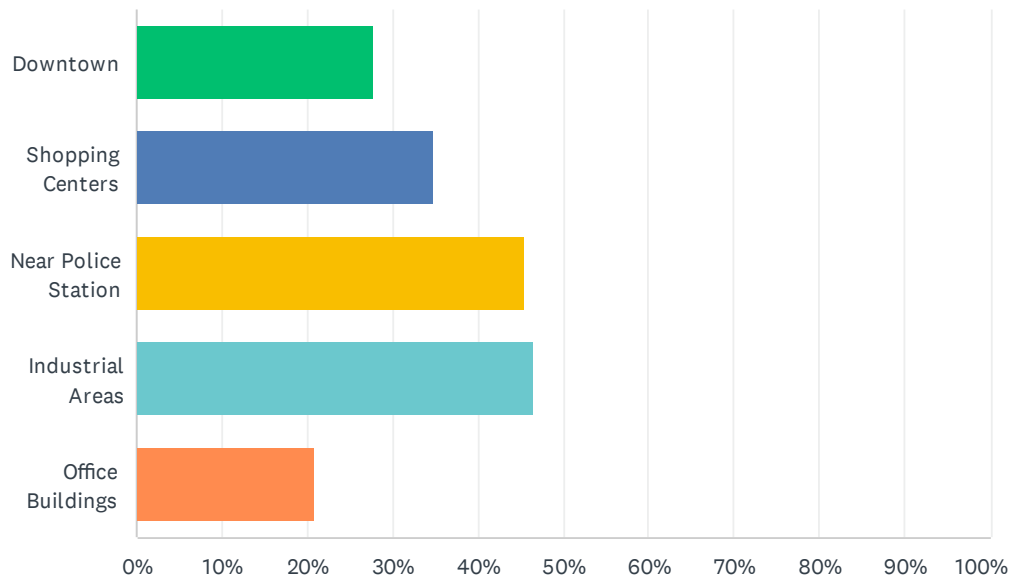
Answered: 948 Skipped: 3



ANSWER CHOICES	RESPONSES	
Strongly support	24.26%	230
Support	12.97%	123
Neither support nor oppose	3.38%	32
Oppose	8.65%	82
Strongly oppose	50.74%	481
TOTAL		948

Q3 Storefront cannabis retailers are commonly allowed in commercial districts where other similar types of retail stores may be located. However, the Town may limit storefront retailers to only specific types of commercial district. If storefront retail cannabis businesses (dispensary) are allowed, where should they be located in Los Gatos? (Choose all that apply)

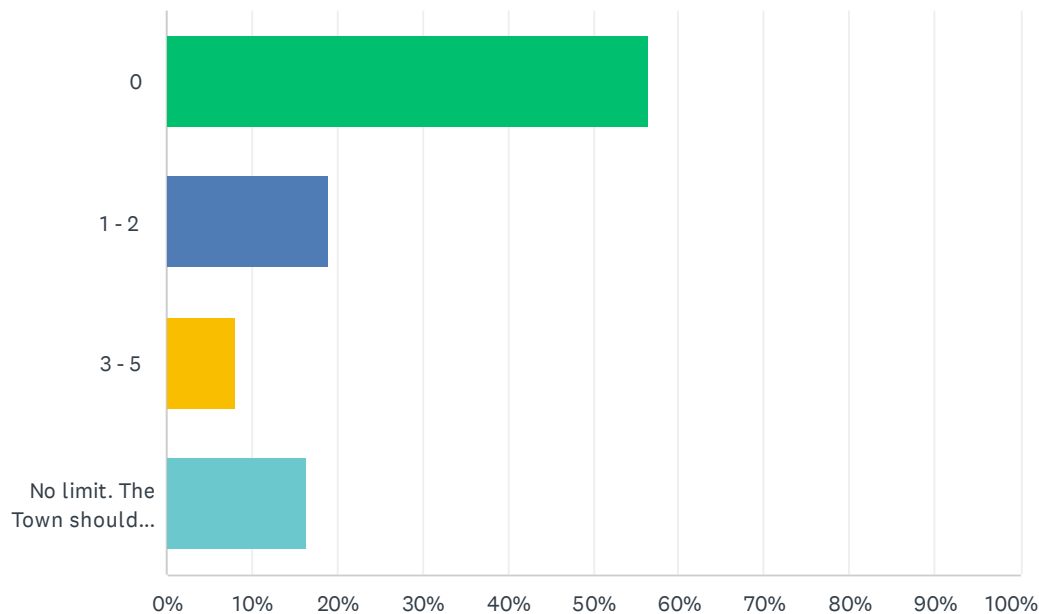
Answered: 896 Skipped: 55



ANSWER CHOICES	RESPONSES	
Downtown	27.79%	249
Shopping Centers	34.82%	312
Near Police Station	45.42%	407
Industrial Areas	46.43%	416
Office Buildings	20.98%	188
Total Respondents: 896		

Q4 Some cities have chosen to limit the number of permits that will be issued for various types of cannabis businesses. This can be done on a “first come/first served” basis, or by a lottery, or by a competitive ranking process. What is the maximum number of storefront retail cannabis businesses (dispensary) that should be permitted in Los Gatos?

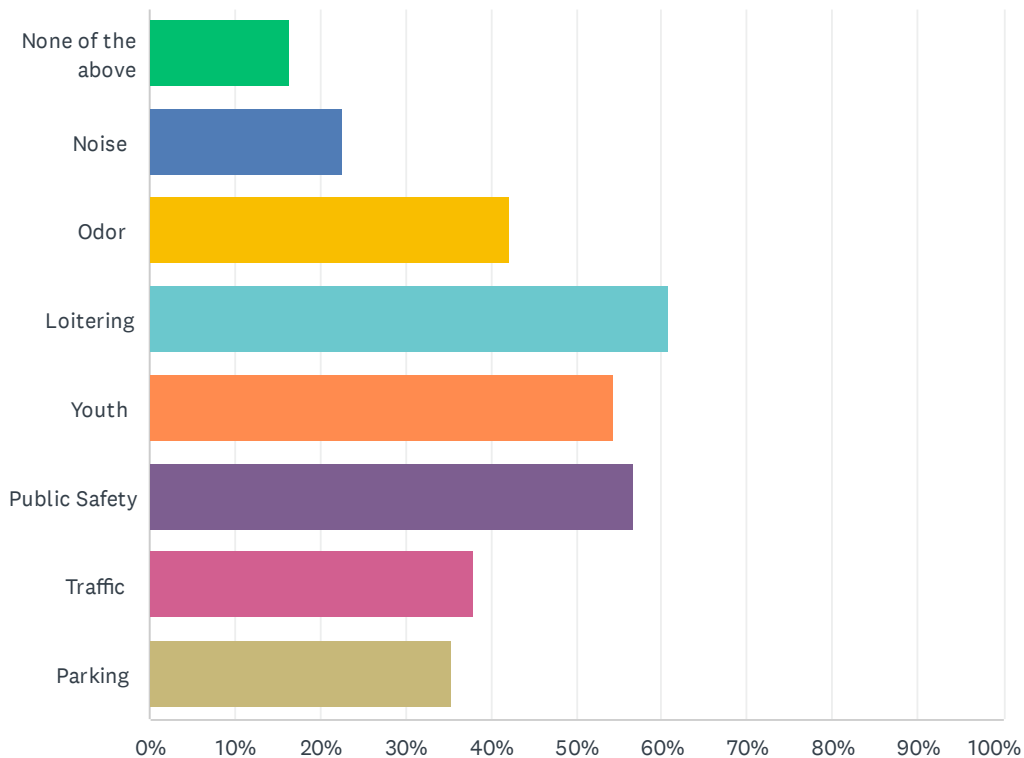
Answered: 944 Skipped: 7



ANSWER CHOICES	RESPONSES	
0	56.57%	534
1 - 2	19.07%	180
3 - 5	8.05%	76
No limit. The Town should allow the market and other regulations to limit the number of businesses.	16.31%	154
TOTAL		944

Q5 Commercial cannabis businesses may have the potential to produce a number of impacts on the surrounding community. Some of these concerns may be common to other retail businesses, such as traffic, parking, signage and lighting. Others, such as odors, may be more specific to cannabis businesses. Which of the following (Choose all that apply) do you agree with as potential concerns from storefront cannabis retailers?

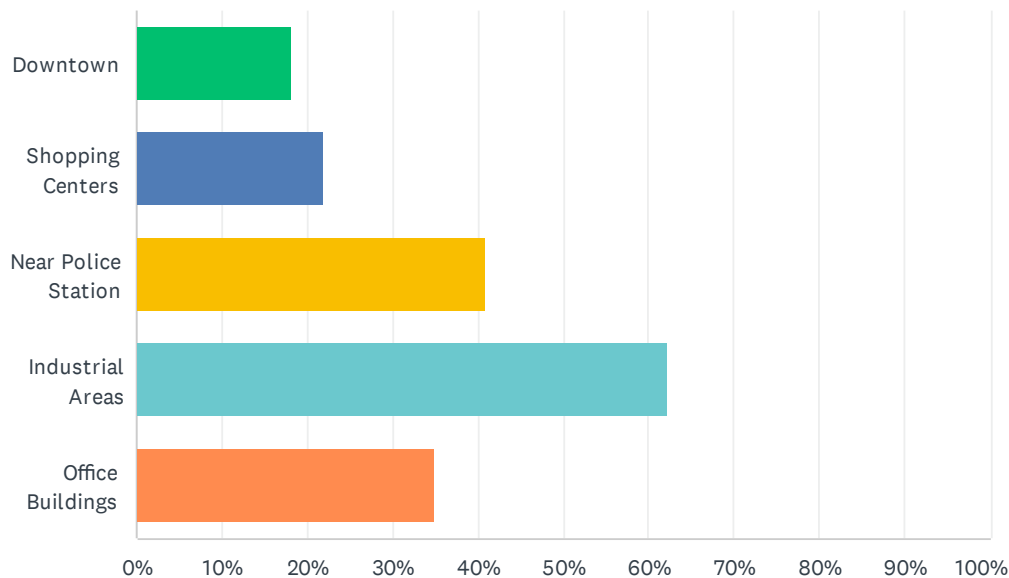
Answered: 948 Skipped: 3



ANSWER CHOICES	RESPONSES	
None of the above	16.46%	156
Noise	22.68%	215
Odor	42.19%	400
Loitering	60.76%	576
Youth	54.43%	516
Public Safety	56.75%	538
Traffic	37.97%	360
Parking	35.34%	335
Total Respondents: 948		

Q6 Non-storefront cannabis retail businesses sell cannabis goods to customers exclusively through delivery, must have a State-licensed facility to store the cannabis goods, and shall not be open to the public. If allowed, where should non-storefront retail cannabis businesses be located in Los Gatos ? (Choose all that apply)

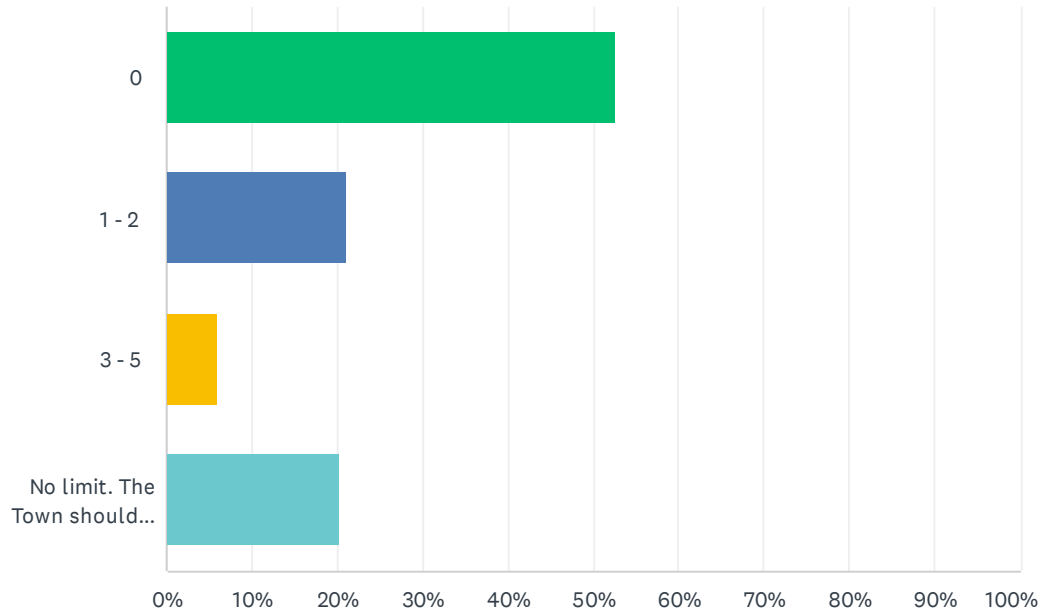
Answered: 893 Skipped: 58



ANSWER CHOICES	RESPONSES	
Downtown	18.03%	161
Shopping Centers	22.06%	197
Near Police Station	40.99%	366
Industrial Areas	62.26%	556
Office Buildings	35.05%	313
Total Respondents: 893		

Q7 What is the maximum number of non-storefront retail cannabis (delivery facility) businesses that should be permitted in Los Gatos?

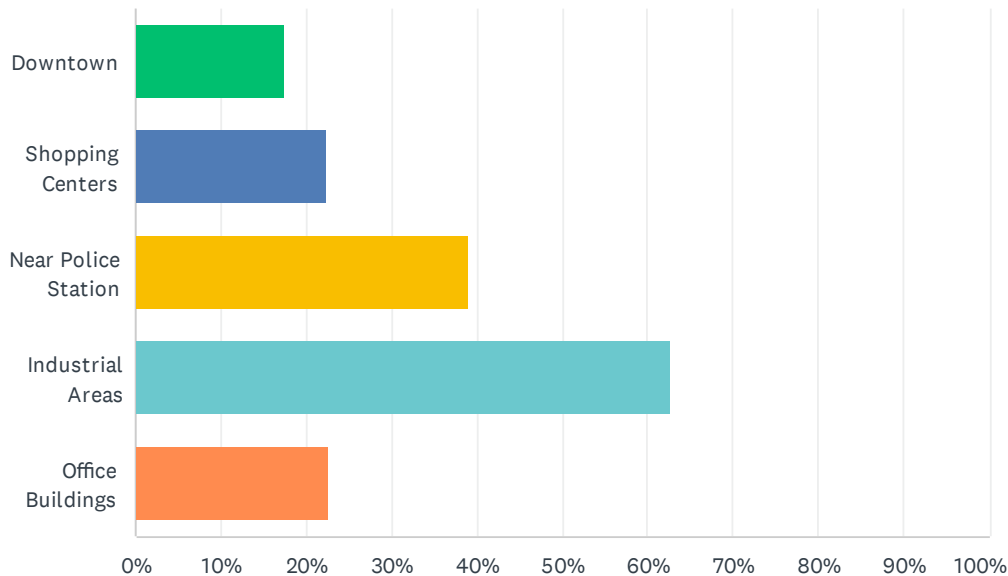
Answered: 946 Skipped: 5



ANSWER CHOICES	RESPONSES	
0	52.64%	498
1 - 2	21.14%	200
3 - 5	5.92%	56
No limit. The Town should allow the market and other regulations to limit the number of businesses.	20.30%	192
TOTAL		946

Q8 A microbusiness license allows a licensee to engage in 3+ of the following activities at the same location: cultivate cannabis on an area up to 10,000 square feet, distribute, manufacture, and retail. If cannabis microbusinesses are allowed, where should they be located in Los Gatos? (Choose all that apply)

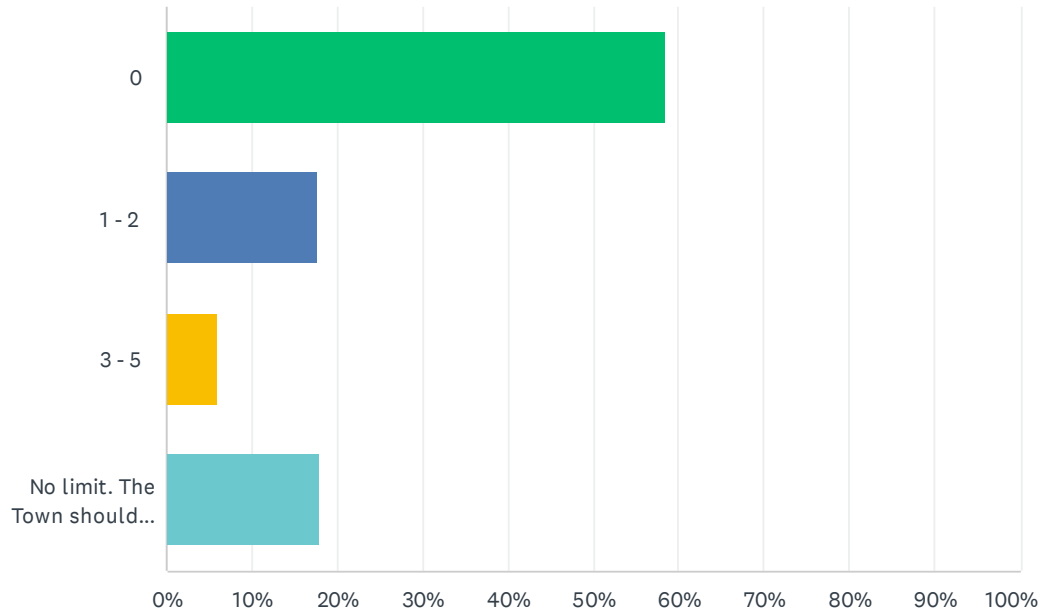
Answered: 879 Skipped: 72



ANSWER CHOICES	RESPONSES	
Downtown	17.52%	154
Shopping Centers	22.41%	197
Near Police Station	39.02%	343
Industrial Areas	62.68%	551
Office Buildings	22.53%	198
Total Respondents: 879		

Q9 What is the maximum number of cannabis microbusinesses that should be permitted in Los Gatos?

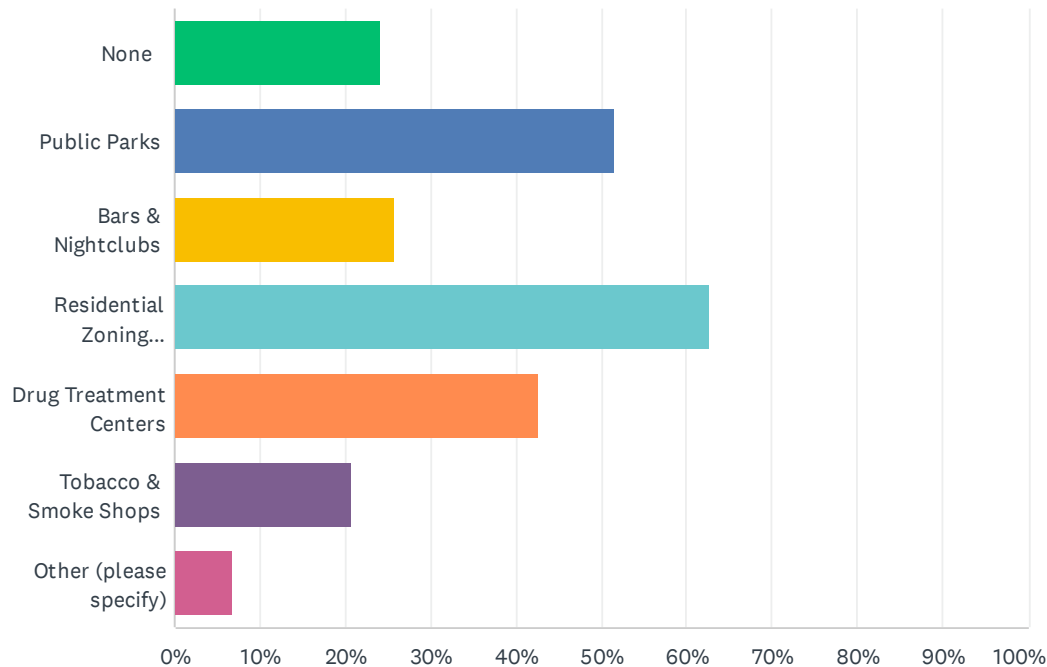
Answered: 945 Skipped: 6



ANSWER CHOICES	RESPONSES	
0	58.52%	553
1 - 2	17.67%	167
3 - 5	5.93%	56
No limit. The Town should allow the market and other regulations to limit the number of businesses.	17.88%	169
TOTAL		945

Q10 State law requires a 600-foot buffer between a licensed cannabis business and “sensitive uses,” such as schools, day care centers, and youth community centers, in existence when the initial license is issued. Should the Town maintain the State’s list of “sensitive uses” or add additional uses? (Choose all that apply)

Answered: 914 Skipped: 37



ANSWER CHOICES	RESPONSES	
None	24.07%	220
Public Parks	51.53%	471
Bars & Nightclubs	25.82%	236
Residential Zoning Districts	62.58%	572
Drug Treatment Centers	42.56%	389
Tobacco & Smoke Shops	20.68%	189
Other (please specify)	6.89%	63
Total Respondents: 914		

#	OTHER (PLEASE SPECIFY)	DATE
1	Shouldn't be allowed at all.	10/29/2021 11:20 PM
2	Churches	10/29/2021 1:21 PM
3	Don't allow smoking at public parks in the day time	10/29/2021 12:02 PM

Town of Los Gatos Commercial Cannabis Survey

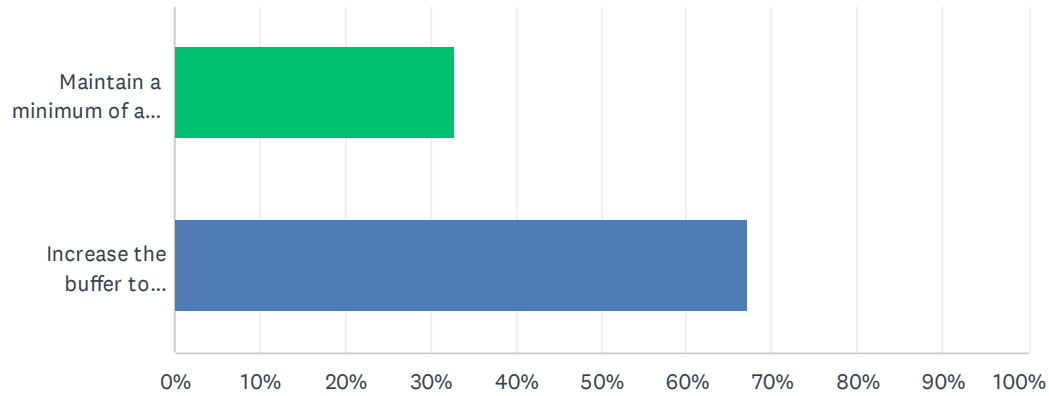
SurveyMonkey

4	Should NOT be in LG.	10/23/2021 1:20 AM
5	Hospitals doctor offices medical offices surgeries etc	10/16/2021 9:14 PM
6	libraries, restaurants, supermarkets, toy stores, children's stores, fastfood, convenience stores, gyms, gas stations	9/30/2021 1:08 PM
7	I don't want any of these in our town. They could go to San Jose to buy it.	9/30/2021 9:55 AM
8	All places in Los Gatos	9/30/2021 8:58 AM
9	It should be restricted everywhere	9/30/2021 8:55 AM
10	It should not be allowed anywhere in Los Gatos	9/30/2021 8:32 AM
11	Shopping and dining	9/29/2021 11:41 PM
12	Can the town dictate more than 600'? I think >1 mile would be more appropriate.	9/29/2021 2:45 PM
13	don't let them anywhere near our kids	9/28/2021 11:34 AM
14	Please keep cannabis business away from Los Gatos	9/25/2021 10:52 PM
15	Schools	9/15/2021 8:32 PM
16	Grocery Stores	9/15/2021 10:32 AM
17	Housing	9/11/2021 1:36 PM
18	Schools, day care centers, youth centers, hospitals, any medical facility, any retail zone	9/8/2021 10:21 AM
19	We should not have any type of cannabis business in Los Gatos	9/7/2021 8:47 PM
20	after school and tutoring centers	9/7/2021 2:00 PM
21	Hospitals, senior centers	9/5/2021 11:55 PM
22	Make LG Classy Again	9/5/2021 8:53 PM
23	community centers, libraries, gas stations, firehouses	9/5/2021 12:55 PM
24	schools, day-care, youth community centers	9/5/2021 9:34 AM
25	Like tobacco, this should not be allowed anywhere	9/3/2021 6:18 PM
26	i dont really understand this question	8/31/2021 2:52 PM
27	Senior centers	8/31/2021 7:26 AM
28	Don't allow any anywhere	8/31/2021 2:08 AM
29	Church	8/30/2021 8:56 PM
30	Medical offices, hospitals, treatment facilities, restaurants, houses, apartments, condos, hotels, Downtown, churches, after school care facilities, and location used for any youth activity like camps, recreation, enrichment.	8/30/2021 4:12 PM
31	Should be more than 600 ft	8/30/2021 1:44 PM
32	Gun stores: as cannabis is still federally illegal	8/30/2021 12:09 PM
33	Commercial Zoning Districts	8/29/2021 1:26 PM
34	we don't need this in our town	8/29/2021 12:56 PM
35	Not in town, no matter where.	8/29/2021 12:18 PM
36	Libraries, community centers	8/28/2021 11:48 AM
37	Similar to liquor stores	8/27/2021 7:27 PM
38	Schools, Daycare facilities, Retail Stores	8/27/2021 5:22 PM
39	Restaurants	8/27/2021 4:34 PM
40	Downtown area or near fisher school where lots of kids are walking.	8/27/2021 4:33 PM

41	Restaurants retail centers hotels	8/27/2021 2:26 PM
42	Restaurants, retail centers	8/27/2021 2:23 PM
43	Churches, DMV, athletic facility, Post Office	8/25/2021 5:09 PM
44	Do not allow anywhere in Los Gatos	8/22/2021 5:32 PM
45	Shopping areas	8/22/2021 9:55 AM
46	Restaurants and shopping	8/21/2021 5:26 PM
47	Hiking trails	8/21/2021 7:43 AM
48	No cannabis business in LG!	8/20/2021 11:09 PM
49	schools & child/teen activities	8/20/2021 11:02 PM
50	Hospital doctor offices. Cancer centers. Dental offices. Food stores	8/20/2021 10:08 PM
51	Church, Library	8/20/2021 9:21 PM
52	Maintain same buffer and list of sensitive uses	8/20/2021 4:48 PM
53	Los Gatos	8/19/2021 12:20 PM
54	Hospitals & Senior housing facilities	8/19/2021 11:25 AM
55	Resident homes restaurants library	8/19/2021 9:40 AM
56	The above should be added to the list	8/18/2021 12:55 PM
57	Do not want this in Los Gatos	8/18/2021 11:40 AM
58	churches	8/18/2021 9:49 AM
59	Hospitality businesses (e.g. hotels), recreational areas (e.g. children's parks, tracks)	8/18/2021 8:40 AM
60	Small town. follow the rules and state laws and it should be nobody's business other than their own. Not like LG is about to be a stoner capital of anything. And for as many complaints about "taxes" why not a little revenue coming in?	8/18/2021 12:43 AM
61	Any place popular with youth and teens: LGSR, Courtside club, 7-11, Starbucks, bike shops, etc.	8/17/2021 10:44 PM
62	This question is confusing. Just use the state's list.	8/17/2021 10:04 PM
63	Schools, Churches, Gyms	8/17/2021 4:37 PM

Q11 Towns are able to increase the distance from sensitive uses. In your opinion, the Town should:

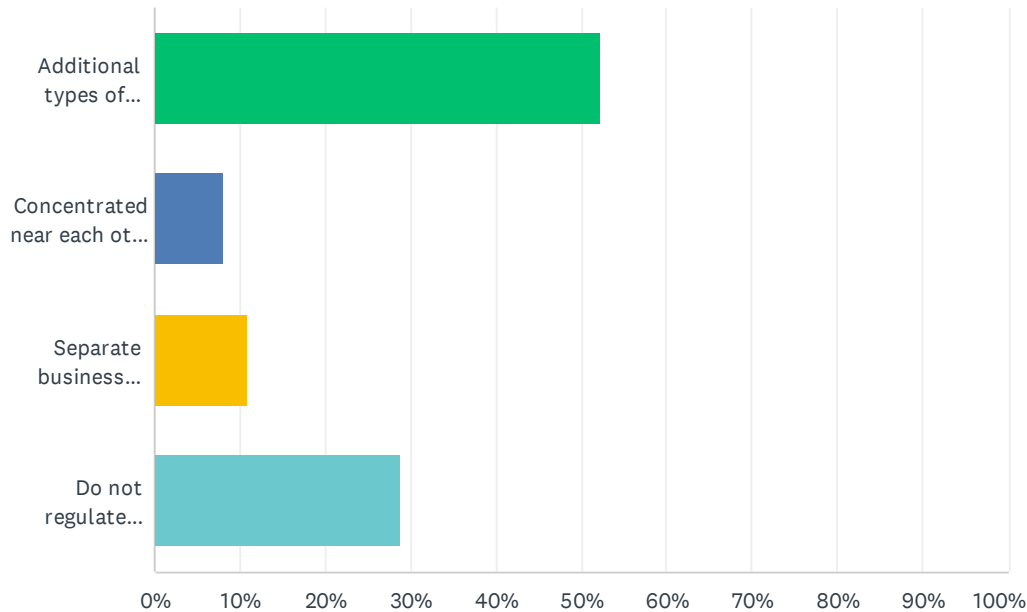
Answered: 934 Skipped: 17



ANSWER CHOICES	RESPONSES	
Maintain a minimum of a 600-foot buffer from "sensitive uses"	32.76%	306
Increase the buffer to 1,000-feet from "sensitive uses"	67.24%	628
TOTAL		934

Q12 If cannabis retail and microbusinesses are allowed in Los Gatos, should they be concentrated in close proximity to other commercial cannabis businesses OR should they be dispersed throughout the community?

Answered: 931 Skipped: 20



ANSWER CHOICES	RESPONSES	
Additional types of cannabis businesses should not be allowed.	52.20%	486
Concentrated near each other (e.g., within ¼ mile).	8.16%	76
Separate business locations from each other.	10.85%	101
Do not regulate separation between commercial cannabis businesses.	28.79%	268
TOTAL		931

Q13 Please provide any additional comments, questions, or concerns regarding regulating cannabis retail and microbusinesses in Los Gatos. Please also elaborate on reasoning for any of the answers to the previous questions.

Answered: 376 Skipped: 575

#	RESPONSES	DATE
1	No cannabis in our town, please.	10/29/2021 11:20 PM
2	Please do not allow for cannabis retail in Los Gatos	10/29/2021 11:11 PM
3	If marijuana users need their fix, they can go to another town. Why bring it to LG?!	10/29/2021 10:33 PM
4	This is concerning and does not fit with the Los Gatos culture. It will not be good.	10/29/2021 10:25 PM
5	The status of LG will go down.	10/29/2021 10:24 PM
6	I believe that people should have the freedom to use marijuana if they want....BUT we as a town should not support it nor allow any sort of stores to open. If we do, we will be making weed so easily attainable for people! I grew up here and I can't tell you how often my friends would go steal their parents weed and we would smoke it... No doubt, this will impact the youth! PLUS other cities are close by for people to go get it if they really want. Please keep our town drug-free. For our families, our children and our overall road safety.	10/29/2021 10:11 PM
7	There are plenty of storefront cannabis shops and delivery services that cater to Los Gatos residents. Despite the allure of the income they could bring to the town, please do not open any within our town. If one must be opened, please locate it where children and people under 21 will not see it and be attracted to it on a regular basis. Definitely not downtown!	10/29/2021 1:21 PM
8	Having areas where you're allowed to smoke weed! Public places or buildings, kinda like bars but for smoking :)	10/29/2021 12:02 PM
9	Great idea	10/27/2021 10:23 PM
10	This will be great for the town And senior citizens that are ill they can get delivery service Great revenue for the town	10/27/2021 6:44 PM
11	Been a Los Gatos resident for 38 years. I recall the age of Buffalo Trading Company. I see it as a peaceful addition to the neighborhood.	10/27/2021 2:54 PM
12	These types of businesses should not be allowed in Los Gatos. It's the one area where you can enjoy being without having to smell people smoking it. This should not be around our kids either.	10/23/2021 1:20 AM
13	Place such business further away from any middle/high schools. 1000 ft is insufficient. 1000 yards is about right	10/22/2021 9:31 PM
14	We already have a problem with drugs in Los Gatos. Like the drugdealer guy in the big black truck with the gold dragon on the tail gate. And the pickup area back behind Petco by the Teslas. We don't need more people coming in hanging around. There are plenty of places nearby in Campbell people can go to. Smoke from weed travels just like cigarette smoke and can make other people high. Hate it. No place for that is Los Gatos. Thank you!!	10/22/2021 7:25 PM
15	LG could collect quite a bit of tax revenue for the city from these businesses.g	10/22/2021 5:46 PM
16	Do not do it...we have enough problems...you are inviting additional problems in the community if you allow cannabis!	10/22/2021 4:52 PM
17	Do not allow this in Los Gatos, it is available all over the California from legal and non-legal growers. I can buy any amount I want in Los Gatos any time of day. I don't smoke and after	10/21/2021 10:06 AM

	the surgeon general comes out with the tar level in pot it will condemn the use. It makes us look stupid to allow it	
18	The problem with Cannabis indirectly being sold to our youth needs to be assessed before considering opening ANY cannabis location in Los Gatos. There are already plenty of them in San Jose, let's not make it any easier	10/19/2021 12:53 PM
19	These are health hazards for people with allergies or lung conditions. Should not be allowed. The odors and or smoke are health hazards.	10/16/2021 9:14 PM
20	no smoking marijuana in downtown Los Gatos	10/15/2021 7:09 PM
21	no need for more distribution locations. there are already too many locations withing our county metropolitan complex	10/15/2021 5:12 PM
22	Bad idea	10/15/2021 1:02 AM
23	Why do we need this in LG?	10/15/2021 12:59 AM
24	Pls bring a Dispensary to Los Gatos	10/14/2021 4:39 PM
25	Thank you for the opportunity. Santa Barbara is a good example of offering few but high-end dispensaries that are aligned with the town culture and socio-economic status.	10/13/2021 10:44 AM
26	Why is the Town Attorney the one proposing this?	10/11/2021 8:58 AM
27	Horrible idea	10/11/2021 8:53 AM
28	Cannabis has been repeatedly shown to be significantly less harmful than alcohol. Any restrictions and regulation on cannabis sales and consumption should be no stricter than those on alcohol.	10/10/2021 2:27 PM
29	There was a cannabis store downstairs from my dentist in San Jose. It was well controlled. The only problem I saw was some loitering. I did wonder about stoned people driving. Like bars, I think sellers of cannabis need to not sell to someone who is already under the influence. There are legitimate uses for cannabis products but driving is not one of them.	10/4/2021 5:02 PM
30	Very bad idea for our town. Will add a whole new level of addiction for vulnerable young people & probably increase the levels of crime & traffic problems.	10/1/2021 5:43 PM
31	A lot of the chemicals in canines are very unhealthy, you should look at a lung on the autopsy table.	10/1/2021 1:17 PM
32	I strongly support NOT allowing cannabis retail or microbusiness in Los Gatos.	10/1/2021 10:57 AM
33	There is no need for this type of business in town. The schools are located near the shopping districts, adding a closer location to this vulnerable age group is not wise. There is already enough access to such places of business.	9/30/2021 9:34 PM
34	I strongly support NOT allowing cannabis retail or microbusiness in Los Gatos.	9/30/2021 9:08 PM
35	You are crazy if you allow this	9/30/2021 4:02 PM
36	Eewe	9/30/2021 2:26 PM
37	As a parent of high school students, I would prefer Los Gatos not have any cannabis businesses	9/30/2021 1:40 PM
38	Legalized cannabis would only be beneficial if regulated. It is not a product for everyone, and definitely not one for children and teens. If we want to keep Los Gatos a family-friendly town, one with safe neighborhoods and welcoming stores and restaurants, then we should have no business in cannabis retail or any other scope for that matter.	9/30/2021 1:08 PM
39	I'd like no marijuana in Los Gatos.	9/30/2021 12:12 PM
40	If people start smoking weed, everyone will stress free.	9/30/2021 10:23 AM
41	a dispensary or two on Los Gatos Blvd. would be OK, not downtown	9/30/2021 10:02 AM
42	I don't want this in our town. I don't understand why the survey is structured in a way that the town is already agree? Is there deal been made already? This is outrageous. We are such a small town with schools around the corners everywhere. Don't do this to our kids.	9/30/2021 9:55 AM

43	I strongly support NOT allowing cannabis retail or microbusiness in Los Gatos.	9/30/2021 9:45 AM
44	Strong oppose cannabis retail and relevant business.	9/30/2021 9:41 AM
45	There must be other ways to increase tax revenue, bringing in cannabis business has no good but just harm for this small town, it may cost us much more on money spend on public health, community safety and to prevent kids from marijuana.	9/30/2021 9:36 AM
46	NO CANNABIS IN LOS GATOS!!!	9/30/2021 9:21 AM
47	It is as if the drug and crime issues at Los Gatos are not enough, strongly oppose	9/30/2021 9:21 AM
48	Don't destroy this clean town with cannabis!!!!!!!!!!!!!!!!!!!!!!	9/30/2021 9:16 AM
49	Cannabis business should be away from town center and schools	9/30/2021 9:12 AM
50	I strongly oppose having any kind of cannabis business in the town of Los Gatos. It will cause many problems, such as bad environment, increasing crime, bad model for youth, traffic, and so on. Please keep our town staying in cannabis free. Think about the fall of Roman Empire, when we begin to indulge in and tolerate things like cannabis, will that be another beginning of the fall of an empire?	9/30/2021 8:58 AM
51	Los Gatos should not allow any cannabis business in the town. Bad influence for kids!	9/30/2021 8:55 AM
52	I strongly oppose the idea of having cannabis retail or micro business in Los Gatos. Cannabis have bad influence on youth, adults, and would attract drug additic to the town which will destroy our town.	9/30/2021 8:32 AM
53	A brick an mortar operation is not needed. I can order online and get product delivered in 90 min or less! Who thought of this comes too late to the game	9/30/2021 8:29 AM
54	I oppose any cannabis business in Los Gatos.	9/30/2021 8:05 AM
55	Allow it It's Better for people than alcohol	9/29/2021 10:54 PM
56	I've seen cannabis shops on Venice beach. Not a great look for downtown Los gatos.	9/29/2021 9:47 PM
57	No cannabis in Los Gatos!! This is family community and cannabis - legal or not - does not need to be a part of the fabric of the community. I'd even eliminate stores that sell hard liquor that do not also sell food products.	9/29/2021 5:01 PM
58	a well run, reputable cannabis business will bring in tax dollars for the town and should be considered as important as any other business. Many use cannabis for medical purposes; having a local provider would make it much easier for those who use it for this reason	9/29/2021 3:45 PM
59	I've been to 1 business in San Jose and it seemed very safe clean and quiet. No smoking was allowed on property	9/29/2021 3:12 PM
60	"Youth" on question 5 is *not* a valid concern. Are we stereotyping and excluding based on age now? You might as well have put "poor people" or "people of color" below it. What were you thinking? Dispensaries should be kept away from areas kids hang out after school (downtown, shopping centres, other). While cannabis is not dangerous, having it too integrated into the town could encourage kids to want to try it. It's only natural for teenagers to experiment, but I'm concerned what middle schoolers will do if they get too much exposure. Industrial areas in town is the right choice because it's convenient for town residents, but out of the way enough to not bother anyone.	9/29/2021 2:45 PM
61	Familiar with cannabis locations in other local communities. They are very quiet, with low traffic and no odor. Honestly these are no different from liquor stores.	9/29/2021 2:14 PM
62	Should be treated same as Alcohol/Tobacco business. If Alcohol is allowed in the area, Cannabis is fine too. Additional monitoring should be added to Alcohol and Cannabis business	9/29/2021 2:07 PM
63	Please solve the drug issue at the Los Gatos High school before considering commercial Cannabis businesses. The safety of our children has a bigger priority than generating revenues from drug business.	9/29/2021 1:56 PM
64	I don't use the products; however I do support 1-2 locations to purchase these products in Los Gatos.	9/29/2021 1:52 PM
65	No other comments	9/29/2021 1:34 PM

66	I grew up in Carmel and they've allowed cannabis businesses for quite some time and it's been great to see. I'd recommend following their regulations and implementation	9/29/2021 1:17 PM
67	Very bad idea for the community.	9/27/2021 7:47 PM
68	This is a bad idea and will crime and addiction for teens and adults.	9/27/2021 7:06 PM
69	Glad this is finally being talked about. It's irrational to make people drive over dangerous Highway 17 in order to get their cannabis! It's both unsafe and bad for the environment!	9/27/2021 3:26 PM
70	PLEASE keep cannabis business away from Los Gatos	9/25/2021 10:52 PM
71	Concerned for ease of access of cannabis to teens in our town. Concerned ease of access can contribute to cannabis use as a gateway drug: https://www.drugabuse.gov/publications/research-reports/marijuana/marijuana-gateway-drug We moved to Los Gatos for the reason it's a safe place for families	9/25/2021 9:18 AM
72	Opposed	9/24/2021 5:45 PM
73	Cannabis businesses should not be allowed within the Los Gatos city limits.	9/24/2021 4:14 PM
74	Pot stores bring crime to the area. Keep crime out of LG	9/24/2021 4:14 PM
75	This will bring nothing but good things to Los Gatos	9/20/2021 9:57 AM
76	I hate marijuana.	9/19/2021 8:42 PM
77	Why would we want to do this?	9/19/2021 12:50 PM
78	Say no	9/17/2021 9:38 PM
79	I am somewhat concerned about odor if cultivation is allowed in town. I don't think that should be a problem with retail dispensaries though.	9/17/2021 6:26 PM
80	You don't need to drive far to obtain cannabis, so there's no need to sell in LG. Plus it's smelly!	9/16/2021 4:36 PM
81	This is a terrible idea. Let other communities handle this; not ours. I have seen up-and-personal what cannabis addiction and life style can do to our youth. It was terrible, ugly and something no parent wants to go through. Please save our town. This is not who we are.	9/16/2021 12:15 PM
82	Remove "Dispensary on Wheels" currently seen on Nextdoor!!! It shows it is located across from a children's park!!! It shows on Google too! But NOT Nextdoor, at least	9/16/2021 9:50 AM
83	Time to get with the rest of the world	9/15/2021 8:32 PM
84	I believe its a shame that so many residents either travel or have cannabis delivered without Los Gatos getting the tax benefit	9/15/2021 8:19 PM
85	I think that retail stores selling cannabis should not be allowed in Los Gatos. Our town could end up looking like the streets of San Francisco with drug users camping out on our streets and parks. If people want to purchase and use cannabis then let them go to another town to purchase cannabis. We do not need cannabis shops in our town given the relatively few stores which there are in Los Gatos.	9/15/2021 4:53 PM
86	For years our community has fought against cannabis and other drugs from being used and abused in Los Gatos. We got rid of a previous cannabis shop years ago with a lot of community backing. Please do not authorize drugs into our town when we have tried so hard to keep the out. It will attract drug users and send a bad message to our youth. We are CASA, Community Against Drug Abuse.	9/15/2021 4:36 PM
87	No issues with this type of business in town, other than general traffic and parking concerns that would apply to ANY new business locating here.	9/15/2021 3:51 PM
88	retail only would preferable... no cultivating	9/15/2021 3:17 PM
89	I use cannabis for pain and sleep - I'm tired of driving to San Jose so I support local retail sales plus tax dollars to our town which it doesn't get now!	9/15/2021 11:50 AM
90	I believe that our town has many "secret" cannabis users that have to travel far into San Jose. It would be super convenient first of all, and bring big tax dollars to our town. I get frustrated	9/15/2021 11:31 AM

with people comparing weed to alcohol. As far as kids- they are going to get it if they want it and have ways to. (I have 2 teenage boys so I know first hand).

91	I hope you publish the results of this survey. I would love to help you respond to the stigma. This town is missing out on SOOOOOOOOOO much tax money. Delivery makes up 65% of cannabis transactions and TRUST ME when I tell you delivery services are coming here and taking Los Gatos tax money back to San Jose to San Rafael. And there aren't parking problems when you take delivery. lol. Carbon filtration systems inside the buildings prevent odor of plant material (that skunky smell) and the non-consumption laws prevent loitering so there's no hotboxing. Come on, LG, all those other towns can't be wrong!	9/15/2021 11:31 AM
92	Why are you even considering encouraging cannabis use. It is harmful to users, especially youth & young adults!!	9/15/2021 10:58 AM
93	Find other ways to increase revenue (ie: North Forty- commercial offices). Keep LG free of cannabis and the problems it will bring.	9/15/2021 10:32 AM
94	Should be very similar to how liquor stores are regulated.	9/15/2021 7:23 AM
95	Strongly against any cannabis business in town!	9/15/2021 5:39 AM
96	I would be very unhappy to see cannabis retail and micro businesses in Los Gatos. I cannot think of a reasonably compelling reason to add these businesses to our town.	9/14/2021 9:20 PM
97	Thanks for the survey	9/14/2021 8:12 PM
98	Cannabis is medicine and should be as available as pharmacies	9/14/2021 6:52 PM
99	Los Gatos banned e-cigarettes and flavored tobacco. If Los Gatos wants to allow Cannabis they should allow e cigs and flavored tobacco as well.	9/14/2021 3:19 PM
100	Don't do this	9/14/2021 12:08 PM
101	I support legal cannabis. I am concerned about increased traffic from storefront sales (traffic is tight as it is and out-of-community shoppers would only add to that). I like the idea of delivery only, as it would provide some economic stimulation and community value while minimizing increased traffic	9/14/2021 10:44 AM
102	These businesses are better suited in larger cities and other locations. The demographics in Los Gatos are predominantly families and older seniors. Los Gatos should not have a cannabis business in its town.	9/14/2021 10:23 AM
103	I worry that providing cannabis outlets will be detrimental to the town of Los Gatos that we love (filled with restaurants, cute shops, etc.)	9/13/2021 7:40 PM
104	Go to San Jose to buy cannabis. Don't sell it here.	9/13/2021 8:02 AM
105	Los Gatos is a no smoking town. I think we do not need to have a cannabis business in Los Gatos. There is one in Campbell on Wichester Blvd. which is close to Los Gatos. I think we need to have other businesses in Los Gatos.	9/13/2021 5:02 AM
106	Bring the fun LG before the silicon valley yuppies took it over.	9/12/2021 9:25 PM
107	Please don't ruin our Town by selling cannabis	9/11/2021 6:58 PM
108	There is no reason to allow cannabis business in Los Gatos for any purpose under any conditions.	9/11/2021 1:36 PM
109	Many other communities nearby have successfully implemented cannabis sales (Santa Cruz is probably the closest). They can provide models & advice to LG.	9/10/2021 11:10 PM
110	I have no idea why the Town needs to sell cannabis.....go to asan Jose!	9/10/2021 9:39 PM
111	Town council members previously addressed this with a vote to not allow these establishments. Please don't reverse this.	9/10/2021 6:13 PM
112	No need for this in LG. There are plenty of other places people can get this.	9/10/2021 5:19 PM
113	drug stores carry enough cannabis products now. Don't think we should have more cannabis shops in Los Gatos.	9/10/2021 2:06 PM
114	Why would we want this in our town?	9/10/2021 11:35 AM

115	A really bad idea	9/10/2021 11:15 AM
116	I think we need to specify that a large portion will go directly to schools in Los Gatos. There is a huge disparity between school funding in LG & Saratoga.	9/9/2021 1:29 PM
117	There is no need to sell cannabis in Town. It can be purchased in SJ.	9/8/2021 3:39 PM
118	My husband and I are strongly opposed to this...this will harm our children and community..	9/8/2021 11:49 AM
119	Please protect our town from the blight that comes with these businesses. Please don't turn downtown into a cannabis recreation zone. It would completely change the character of our town and turn away so many who have no interest in cannabis.	9/8/2021 10:21 AM
120	Dispensaries are not needed in LG. There are plenty of options for people to obtain marijuana. They will increase crime wherever they are. Crime has already dramatically increased in LG. Please keep them out of LG.	9/7/2021 9:26 PM
121	Los Gatos is a small town. If people want to buy cannabis San Jose is not far away and all the dispensaries have delivery services. Our town has been experiencing a serious rise in crime and I fear having cannabis dispensaries would only increase it. I was assaulted at gun point, severely beaten with the gun mid day two blocks from N Santa Cruz three months ago. A week after my assault a high school student coming home from prom was assaulted at gun point by a Junkie. If you bring cannabis to our already fragile town we will all experience more violent crime. It will make it easier for kids in Los Gatos to access drugs. Please don't turn our beautiful town into a dangerous place. Thank you	9/7/2021 8:47 PM
122	Cannabis is a major public safety issue which has created and will create mental illnesses in some of the people who use it. This is in particular for youth who may feel social pressure to use cannabis. We need to make it more difficult to purchase cannabis for those living in Los Gatos and the surrounding towns.	9/7/2021 2:00 PM
123	There should be no limit on the type or quantity of legal businesses allowed to operate within the boundaries of the town. Allowing for cannabis sales would potentially fill currently empty storefronts throughout downtown and provide yet another reason for out of town visitors to see Los Gatos as a tourist destination. In writing an ordinance, please keep in mind the communities historically affected by the war on drugs and consider offering storefront permits to those directly affected by previous cannabis laws.	9/7/2021 9:02 AM
124	I'm optimistic that things will be fine with a policy having a light touch.	9/6/2021 5:37 PM
125	Businesses should require ID and customers should be accompanied by a clerk within a secure product area.	9/6/2021 4:36 PM
126	No concerns, happy to hear that the town of Los Gatos is taking progressive steps in the right direction. The reality is most who are using cannabis are having to get it outside of Los Gatos causing inconvenience as well as revenue loss.	9/6/2021 8:34 AM
127	Why not put a casino and gun store downtown as well? This is not a good idea - do not add cannibals stores in LG.	9/5/2021 10:53 PM
128	I have seen deterioration occur near dispensary, addicts, unruly folks, even the homeless crowd likes to congregate near dispensaries. Why destroying the beautiful Los Gatos??	9/5/2021 10:16 PM
129	RESIGN NOW!!!	9/5/2021 8:53 PM
130	Just Say No! Save the Children!	9/5/2021 8:40 PM
131	If cannabis retail and microbusinesses are going to be allowed in Los Gatos, please do *not* put them near police stations. Unnecessarily over-policing of cannabis is an enormous problem that disproportionately affects marginalised groups.	9/5/2021 1:50 PM
132	Breathing cannabis is harmful to health so people should not be allowed to use it except on their own property and indoors so it won't affect the neighbors	9/5/2021 12:55 PM
133	Cannababis should not be regulated more than liquor stores with similar restrictions and regulations.	9/5/2021 12:44 PM
134	Cannabis is readily available all over. There is no need to cater to users in the small town of Los Gatos. At all.	9/5/2021 12:33 PM

135	I would think that availability of cannabis related businesses in the nearby cities should suffice.	9/5/2021 8:28 AM
136	I am strongly opposed to any kind of cannabis cultivation, production, or dispensing in Los Gatos. It would be a huge mistake for our town!	9/4/2021 10:26 PM
137	I am concerned that not enough people will see this survey. We already have a serious drug problem at Los Gatos High. Although I believe marijuana should be legal to avoid needless incarceration, I see no benefit to encouraging it.	9/4/2021 10:24 PM
138	Cannabis should not be allowed in Los Gatos	9/4/2021 9:22 PM
139	I really think that it is a good idea to allow these businesses.	9/4/2021 2:34 PM
140	The town is missing out on the income it will make from the taxes. In 2021 I can't believe this is still an issue.	9/4/2021 11:20 AM
141	I realize that cannabis users are winning the fight, but I think the town of Los Gatos should not yield to the pressure. Keep the town away from cannabis as much as possible.	9/4/2021 10:29 AM
142	This will increase homeless population in Los Gatos	9/4/2021 8:24 AM
143	This type of business will be coming to a place near Los Gatos regardless of what LG does. If allowed in a place where it is not close to residents or schools, and not downtown where there is a lot of foot traffic, I think it will not be a bad thing. But it will need to be monitored well by police to protect those who are just outside that 600 or 1,000 feet perimeter.	9/4/2021 6:59 AM
144	It is already accessible in nearby locales for those who want to seek it out. It sends the wrong message to our young people, many of whom hang out downtown and around town - and they'd likely get the wrong message (that it's okay to start using at a young age). We'd probably see an increase in substance use since the message from greater presence in town would be that of permissiveness of use.	9/3/2021 11:07 PM
145	Cannabis dispensaries should not be permitted in Los Gatos. It will lead to increased crime, unsavory people, and cannabis dispensaries are strongly related to negative societal impacts (entry drug, etc). The drug is illegal at the Federal level so should be treated as such at the community level.	9/3/2021 6:18 PM
146	Will affect our young people	9/3/2021 6:05 PM
147	The Town should allow well-regulated cannabis businesses in order to benefit from the sales tax revenue from residents who would otherwise buy cannabis products in neighboring municipalities. The responsible use of cannabis has become mainstream so why should Los Gatos miss out on business opportunities based on outdated reasons. I'd rather have 10 cannabis businesses than one gun shop.	9/3/2021 5:12 PM
148	I am just fundamentally opposed to cannabis retail and microbusinesses in Los Gatos...period.	9/3/2021 5:07 PM
149	As a senior citizen and responsible cannabis user, I would appreciate not having to drive to San Jose. A local (LG) retail dispensary would be ideal.	9/3/2021 3:33 PM
150	Glad to see Los Gatos giving cannabis business serious consideration.	9/3/2021 12:42 PM
151	i hope the town of los gatos allows dispensaries with the resistance of towns to open dispensaries, creates further and further distances to get medicine studies show few downsides to dispensaries, in fact show home prices increase around dispensaries please review information from NORML, https://norml.org/ i live on the border of los gatos, across the street and am a regular consumer of various businesses in LG and would love to be a shopper at a local dispensary i strongly support the forward thinking of those preparing to bring dispensaries forward for business in los gatos	9/3/2021 8:00 AM
152	Let's maintain our current town environment and not bring in a business that will potentially change the traditional LG and small town feel and level of safety to our citizens.	9/1/2021 5:46 PM
153	The legalization of marijuana is a good source of tax revenue and has not damaged communities where it is allowed. Los Gatos should allow retail sales in the community.	9/1/2021 12:29 PM
154	Hi there! My name is Devon Stout I am a commercial cannabis real estate broker at Compass LG. I have gotten permits for my clients and am familiar with over 7 different cannabis municipalities in from SLO > Bay Area> SAC. I believe there are many sensitive uses here in	9/1/2021 10:19 AM

Los Gatos surrounding the Downtown Corridor and throughout the city. I believe a retail confectionary in downtown with the right security regulations should be allowed. They may also receive a type 6 (non volatile manufacturing license) to bake more product. A dispensary selling flower, hash, vapes, and other products should be sold on off streets of downtown. If there is space available, away from sensitive uses, I would recommend that for Los Gatos. Microbusiness Type 6 Manufacturing should be allowed in some office space. I would not agree to put type 7 (Volatile Manufacturing) Licenses at this time. This is also in accordance to cannabis cultivation (as the market is overflowing with flower at this time) and the odor is very strong.

155	I feel that these businesses do not need any more regulations than do wine or liquor stores.	8/31/2021 10:19 PM
156	No cannabis in town of Los Gatos	8/31/2021 10:08 PM
157	The cannabis industry is a booming industry with millions of dollars at play. A town like Los Gatos should follow suit with towns like Issaquah, Washington and embrace cannabis in all aspects. It will bring more money to the town, and the realities of the dangers are far less than the usual concern, especially in a town that is already as well-policed as Los Gatos.	8/31/2021 8:36 PM
158	There is no good reason to permit these businesses in Los Gatos.	8/31/2021 6:24 PM
159	I feel it is an individual choice to use cannabis. However, I find the smell very offensive !!	8/31/2021 4:17 PM
160	They should be handled the SAME as liquor stores, bars and breweries. Period.	8/31/2021 4:15 PM
161	All of dispensaries I have been to have an armed guard outside, metal detectors and a variety of clientele. In the evenings the ones in more social areas are packed and people are smoking and loitering around. In Los Gatos, you cant find a place to go after 8, everything shuts down early. We are so strict in so many ways. Why would we be lax on this issue? I realize it is legal, but it comes with a lot of headaches, particularly if it is anywhere near downtown or the schools. I like to be open minded but there seem to be plenty of opportunities for people to obtain their marijuana online, I do not see why we would need a dispensary or any marijuana related business in town. The only way I might be convinced is if they pay a very heavy fee that would be able to keep our police department open	8/31/2021 2:52 PM
162	It's easy to go to a short distance to get cannabis. Why bring crime, enforcement costs and people who don't live here coming to buy it?	8/31/2021 1:18 PM
163	Legalize & tax	8/31/2021 11:07 AM
164	Federally illegal- let's not bring this type of storefront to LG!!!	8/31/2021 9:42 AM
165	Please, no.	8/31/2021 8:46 AM
166	None	8/31/2021 7:26 AM
167	We don't want an increase in crime. People can already go to Other locations close to Los Gatos to get their cannabis. Thank you.	8/31/2021 7:26 AM
168	I hope the Town of Los Gatos is not doing this just to make money from the businesses of these products. That Los Gatos checked out the results of States/Cities that allowed such sales and see the results of the outcome. I see no plans by LG in place how to monitor this business. LG already does not enforce its current codes, how will these sales and improper outcome be enforced? Does LG plan to have code in place first with follow up planned actions and then permit such businesses?	8/31/2021 3:29 AM
169	Drugs will only encourage more theft. We have a terrible problem of car robberies, home invasions and the police can't and don't procurator due to our laws that these things are a misdemeanor. Don't bring that to Los Gatos.	8/31/2021 2:08 AM
170	Our fine town does not HAVE to sell weed! Let users go to neighboring cities or have it delivered from elsewhere. Let's not add to Los Gatos long-standing drug reputation by allowing dispensaries or growers in town. We are already facing an uphill battle with local Los Gatos teen and adult drug use. It's just not worth it. Let's generate city fees from positive healthy activities. Not weed. Please no weed stores or shops or growers. Take a hard pass while you can. Thank you.	8/30/2021 11:38 PM
171	As a person who has been to cannabis retailers and has been a customer of non-retail cannabis businesses in the past, I can say with certainty that having cannabis businesses does not significantly change the quality of the surrounding areas in any way, nor do they	8/30/2021 9:54 PM

make them less safe or desirable. Now that marijuana is legal, the process for vetting customers, the sign up programs, the security, etc are all very high level and well documented. I actually believe that it would do a lot of good for Los Gatos to have such a business there.

172	Please nooooooo	8/30/2021 9:14 PM
173	Allow it and tax it. It's no different than a liquor store.	8/30/2021 9:00 PM
174	None	8/30/2021 8:49 PM
175	Please no. Not in our town!	8/30/2021 7:59 PM
176	Los Gatos too high end for cannabis store come on	8/30/2021 3:58 PM
177	This adds nothing to our Town. Cannabis is readily available in the Bay Area. This just brings a negative element closer to us, impacts our air and our children. Strongly oppose.	8/30/2021 3:48 PM
178	It would degrade the character of the town	8/30/2021 2:04 PM
179	Please don't allow this at all. We don't need to make it easier for our youth to illegally or legally obtain the ability to get high. And neither do adults need it. We already have far too many liquor options in town.	8/30/2021 1:44 PM
180	High rents in Los Gatos should be enough to self select for high end retailers who are motivated to run clean quiet normal retail stores. We need to get past the bias against these legal businesses. They provide to communities they serve as much as salons or bars.	8/30/2021 1:23 PM
181	Keep them in industrial areas away from areas where children congregate.	8/30/2021 12:58 PM
182	I would suggest you consider this the same as you would a liquor store . Except it's actually medicinal for many people , so in many ways far more healthy and additive to the town . Ps: I don't partake , but want others to have the freedom to do so.	8/30/2021 12:58 PM
183	I think a medical marijuana shop would be the most appropriate thing for Los Gatos. Putting a medical marijuana store downtown that sell edibles and other forms of marijuana would be the best way to sell in Los Gatos and safest way.	8/30/2021 12:58 PM
184	the current LG family - friendly environment will certainly change in a negative way if cannabis business is invited in!	8/30/2021 12:52 PM
185	Los Gatos already has a drug/cannabis issue in its public parks. Allowing the sale of cannabis will only magnify that problem. Focus on fixing the problems we have. Thank you.	8/30/2021 12:47 PM
186	proposed cannabis business in LG is a safety concern as well as a health concern—let SJ deal with it — in addition, our police force is stretched too thin as it is.	8/30/2021 12:42 PM
187	Na	8/30/2021 12:35 PM
188	Cannabis may be legal city/state, but it is still illegal on the federal level. I do not support cannabis sales in Los Gatos.	8/30/2021 12:09 PM
189	Not associating cannabis with all bad people, but the types of people that draw to these companies are not all good people and will lead to more petty crime and even some higher crime.	8/30/2021 11:58 AM
190	Nond	8/30/2021 11:33 AM
191	This would be extremely beneficial for the town!	8/30/2021 11:32 AM
192	No cannabis in LG	8/30/2021 10:47 AM
193	Cannabis business in LG should be fine. The market will regulate how many survive and stay around long term. The town of Los Gatos needs to fix its other issues (traffic, unnecessary development at Lark & LG Blvd that will destroy that area with gridlock). Who cares about cannabis. Stop wasting our time and fix your ridiculous development plans that are impacting our quality of life. Whereas cannabis improves life quality	8/30/2021 10:40 AM
194	Solve the drug issue at the LG highschool first before considering extending the business of drugs even be it legal. My son reports events about it almost every week (including an OD) and nothing is done about it.	8/30/2021 10:37 AM
195	At least read the executive summary from the Colorado chamber of commerce 2020 study.	8/30/2021 10:36 AM

You do not want this in LG. <https://www.thenmi.org/wp-content/uploads/2020/10/RMHIDTA-Marijuana-Report-2020-2.pdf>

196	We have people drinking on sidewalks and in grays lane, etc. The town has some life. As long as the owners business model and aesthetic aligns to the town's, why would we not allow it?	8/30/2021 10:35 AM
197	What is it to gain from having cannabis retail in Los Gatos? I believe it will bring in the wrong clientele, people who drive under the influence and easier access to cannabis for kids/teenagers.	8/30/2021 10:34 AM
198	restrictions on home cultivation of cannabis for personal use should be relaxed. the smell of burning cannabis is more of a public nuisance than growing it.	8/30/2021 10:21 AM
199	Hopefully we won't have any of these stores in our town.	8/30/2021 10:16 AM
200	Don't destroy our youth with this shit.	8/30/2021 10:12 AM
201	There are plenty of nearby cities and towns that have cannabis businesses. We don't need any.	8/30/2021 9:51 AM
202	Los Gatos has a huge teen drug abuse public health crisis. It is rampant at LGHS and Fisher. Cannabis and vaping are used extensively and very easily obtained by students. They are gateway drugs to more serious drugs and drug scenes that have resulted in student hospitalization, treatment and student death (at least one, Aug 2020). Cannabis and vaping products are sold to minors without question by stores in neighboring areas, students who are obviously underage. These do not seem policed. Any cannabis businesses in Los Gatos need to have strict control on sale to minors. Cannabis and cannabis plants stink and to sensitive individuals can cause migraines. Any commercial operations will generate foul odors and make residential areas, downtown and office areas unpleasant, uninhabitable for many and devalue properties. Cannabis farming consumes excessive water. Seems illogical and irresponsible in the middle of a bad drought and water use reduction to permit this. Any grow sites should also be assessed for wildfire risk and hillside instability should growing require site clearing, tilling, construction. Cannabis is not a good neighbor to have in any form and should be tightly controlled in heavily policed areas with mandatory controls and enforcement for all nuisances including odor, blight, selling to minors, excessive water usage. Certainly would not want as my neighbor or in the downtown area and would not wish on anyone. Worse than having the landfill or a bunch of non-compliant bodysshops next door.	8/29/2021 3:11 PM
203	Marijuana poses detrimental effects on users, particularly youth; sets a bad example of moral standards. The only reason to use MJ is to get high. Users can have a detrimental effect on communities - DUI, gateway to other drugs, odor, reduced inhibitions to doing crime, gateway to being a societal loser. No compelling upside.	8/29/2021 1:26 PM
204	I don't feel this is a suitable business for our town	8/29/2021 12:56 PM
205	I cannot imagine any benefits of allowing cannabis business in our community. I have only seen negative results in other communities.	8/29/2021 12:23 PM
206	You can buy alcohol in numerous places in town. There is no difference. Same rules should apply to both.	8/28/2021 7:17 PM
207	None.	8/28/2021 4:54 PM
208	Cannabis businesses are inappropriate everywhere, but especially in Los Gatos. Growing cannabis requires a lot of water, so it should not be allowed at all.	8/28/2021 12:33 PM
209	Office space is ideal as the location for these businesses as they have their own parking and typically far from sensitive areas. With covid and remote work, cannabis businesses can fill the space of other businesses who may need less office space.	8/28/2021 11:48 AM
210	Thanks for this survey!	8/28/2021 10:32 AM
211	We moved here from Amsterdam so we have direct experience with this. It is not advisable to open cannabis businesses in a small town community. The patrons are not coming to visit the town, they are coming for cannabis and create unnecessary in and out traffic. We might as well line the street with sex shops too if that is the direction the town is headed. These businesses detract from the quaint feel that is LG. In a big city, you can avoid them. In a small town, you cannot.	8/28/2021 8:04 AM
212	alcohol is already sold everywhere in LG and cannabis sales will not have a negative effect on	8/28/2021 6:49 AM

LG. It's already sold everywhere nearby and delivery options are already available to all LG residents from stores in other counties/towns.

213	Los Gatos has plenty of challenges. No need to choose another challenge to question our issues. This issue will help outsiders but not really our residents. We actually have issues that our representatives should tackle. Why not focus on what our residents need?	8/27/2021 8:18 PM
214	Los Gatos prides itself on amazing lifestyle, shopping and dining, all of which have been meticulously cultivated under the town's leadership. We offer something no other community surrounding us offers in this regard. Exposing the town to cannabis retail and microbusinesses unnecessarily detract from our uniqueness and expose the town to a variety of unintended consequences - all of which need to be carefully studied prior to making a decision.	8/27/2021 7:44 PM
215	A cannabis dispensary will draw people to our town who will enjoy other town offerings which is good for town business AND will generate revenue for the town. Any retail store front should align with the look and feel of our town.	8/27/2021 7:27 PM
216	Allowing cannabis stores is a slippery slope that will start to turn Los Gatos into a mini San Francisco.	8/27/2021 7:14 PM
217	Let's face it, these establishments don't exactly "class up" an area. Their advertisements alone are a turn off. I'm not against the use, per se, but the operations of the ones I see in San Jose are generally lacking.	8/27/2021 6:09 PM
218	There are enough dispensaries in Santa Clara County. No need to involve Los Gatos.	8/27/2021 5:09 PM
219	Cannabis businesses should not be allowed. They create blight, when it comes to loitering in front and smoke smell on the nearby area. We don't need our youth subjected to this. Seriously	8/27/2021 4:10 PM
220	This is not something that should be considered for our town. It will bring the wrong element from out of town to our community and does not represent the values of our community. This is not the right message to send to our youth. I believe this could impact property values as well. We have taught our children that drug use is wrong and dangerous and this goes against those teachings. This is no different than adding another liquor store with the exception of a liquor store being a legally recognized business in our country. Not only is cannabis illegal on a federal level but it is yet another blight on our society!	8/27/2021 2:26 PM
221	Cannabis businesses should absolutely not be allowed to operate in Los Gatos. We do not want or need this kind of business in our town, and I believe that it will have many negative impacts on our community, including but not limited to on our youth, property values, and overall town atmosphere. The last thing our town needs is to endorse nefarious operations in a community that has always fostered a wholesome, small-town atmosphere.	8/27/2021 2:23 PM
222	Not in Los Gatos!!!!	8/27/2021 12:53 PM
223	There are numerous cannabis businesses not far from Los Gatos-we definitely do not need one in Los Gatos	8/27/2021 8:17 AM
224	No cannabis allowed in LG	8/23/2021 3:55 PM
225	Los Gatos should do this. Bring life back to the town.	8/23/2021 10:35 AM
226	Cannabis retail and micro businesses are accessible in nearby San Jose. Such businesses are not in character with the "look and feel" of the Town of Los Gatos.	8/23/2021 9:42 AM
227	Do not allow any form of cannabis business or microbusiness in Los Gatos	8/22/2021 5:32 PM
228	Cannabis businesses should not have a place in Los Gatos. The risk to public safety, quality of life and other unintended consequences are too great. Already, there are instances of people smoking marijuana in empty parking lots at night, and the stench from the smoking is a public nuisance. Los Gatos already has a drug problem in the schools and community. Why introduce additional sources of risk to the community?	8/22/2021 1:08 PM
229	I think they would bring more traction to LG and they would benefit a lot of people.	8/22/2021 12:37 PM
230	Legal cannabis products readily available in other areas close to Los Gatos (e.g., Campbell).	8/22/2021 12:05 PM
231	Let's keep LG safe, specially for our kids.	8/22/2021 11:17 AM
232	I view cannabis businesses like liquor stores. If they follow the rules and aren't allowed to	8/22/2021 10:00 AM

	proliferate I think there shouldn't be many issues. I've seen many "high end" cannabis stores so it can be done with a style that suits Los Gatos. I don't think that a micro business where they are growing would be appropriate in most areas. With that you get more odor and the potential for people trying to break in.	
233	Who are the Town officials that are wanting to encourage drug use in this town? I would like to see them voted out of office.	8/22/2021 9:55 AM
234	Many cities have figured this out as it's a legitimate business these days. The questions about micro-business were a little confusing to the average person.	8/22/2021 9:06 AM
235	None	8/22/2021 7:41 AM
236	Keep Los Gatos quaint. People have many choices nearby to get their fix. I work in a school in LG and cringe at this thought. Awful idea.	8/21/2021 5:26 PM
237	No NONO pot sold in Los Gatos. Drive to San Jose.	8/21/2021 4:10 PM
238	Los Gatos should definitely allow cannabis dispensaries. Currently everyone is going to San Jose for Cannabis and all that tax revenue is going to San Jose. Los Gatos should benefit the sales tax not San Jose.	8/21/2021 3:12 PM
239	I support cannabis dispensaries in LG because all the dispensaries are outside of LG. Why not keep the revenue in LG?	8/21/2021 3:12 PM
240	After over 30 years in public safety, including a couple of stints working narcotics, I can tell you that the negative effects of allowing this in Los Gatos far outweigh any perceived benefit. There are enough of these businesses around that patrons can easily access it. There is no need to allow it here.	8/21/2021 11:11 AM
241	Los Gatos does not need this type of business. It is readily available nearby. The added revenue to the town will be eaten up by increased need for police due to public safety concerns. It just isn't worth it	8/21/2021 10:07 AM
242	This is not needed in Los Gatos, go to Santa Cruz if you want your weed.	8/21/2021 9:50 AM
243	We don't need weed in Los Gatos, those townspeople who need and want it get it just fine as is.	8/21/2021 8:07 AM
244	My only concern is for teens getting access before they really should be allowed to try it. As long as purchasing rules are tight and that is readily enforced, I don't see how having these businesses here vs just down the road in San Jose would make any difference for the community.	8/21/2021 7:43 AM
245	Cannabis dispensaries SHOULD NOT be permitted anywhere in Los Gatos.	8/20/2021 11:09 PM
246	It is incredibly easy to get a medical marijuana card. Don't be naive that kids don't get them and fake ID's. Now they can just stop in before and after school? Dispensaries STINK for blocks, I've been in them, they reek. Also, interesting that one gun store got run out of town a few years back, because LG didn't want that type of business. So this type is OK? And various types of this? There is no way LG would have a gun manufacturer in one place and a gun store front in town. Guns are legal throughout CA too. Why always so one sided? Why does LG constantly have to jump on the trendy political band wagon, can't it just be a nice, basic sub-burb instead of yet another gross extension of San Jose? Is LG town council so afraid of being chastised and or so desperate to be considered "woke" that we can't simply say no thanks not a good fit for our town?	8/20/2021 11:02 PM
247	Please just don't.	8/20/2021 10:08 PM
248	Let's keep the TOWN of Los Gatos special and upscale. We don't even have a lot of liquor stores in town, we don't want a dispensary.	8/20/2021 9:21 PM
249	Cannabis should be purchased in neighboring towns not in Los Gatos!	8/20/2021 9:16 PM
250	Keep it regulated and inaccessible to youth please. Safe cannabis versus street/unknown cannabis (laced with drugs) is a win if it is done right.	8/20/2021 9:11 PM
251	Los Gatos does not need any cannabis "businesses", nor would it be an asset to the town. If people want to purchase/smoke drugs, they can do so in the privacy of their own home. This should not be done in front of impressionable adolescents.	8/20/2021 7:47 PM

252	Absolutely NO cannabis retailers in Los Gatos. Thank you for asking for citizens to give feedback.	8/20/2021 7:39 PM
253	It is the people that are brought in from out of town that are often the problem. With all the homeless and crime happening at the moment it seems a horrible time to bring pot farms, dispensaries or anything related into our area.	8/20/2021 7:13 PM
254	I understand that people have the right to choose to smoke, but in public second hand smoke is forced on people who choose not to smoke. I do not think that is fair.	8/20/2021 6:31 PM
255	No way	8/20/2021 6:14 PM
256	We live in a very urban area, where there are many other neighboring cities that provide store front and non store front cannabis support to the people of Los Gatos (heck there is even an app that will deliver it to your house). We don't need the extra traffic from these types of business in our town, as this is still a very unregulated/cash heavy business prone to lots of robbery. Let's the people of Los Gatos get their weed from San Jose or Santa Cruz.	8/20/2021 6:10 PM
257	It should be treated like any other business	8/20/2021 5:30 PM
258	Los Gatos banning weed businesses is asinine. I've never smoked weed in my life. It's a dumb habit but so is smoking cigarettes and habitual drinking. Regulate the weed business and go from there.	8/20/2021 4:55 PM
259	Please allow the opportunity for cannabis businesses in LG without overly regulating and limiting them. These businesses are being run safely and securely in other cities with little impacts, and they are generating significant revenues for those jurisdictions.	8/20/2021 4:48 PM
260	If cannabis legalization is done correctly, then the businesses that sell it will be no more detrimental to the surrounding community than a liquor store.	8/20/2021 4:18 PM
261	Mobile dispensary already a problem with being located near park AND teenagers loitering & purchasing!!!!	8/20/2021 2:46 PM
262	Keep it away from residences and schools.	8/20/2021 2:40 PM
263	Our community is fighting now, in our own homes, at schools, parks and other areas, to keep our community safe from harmful activities and those that can lead to addictions. Cannabis sales / cultivation is a major contributor to such dangerous and addictive behavior. The Town Council should NOT endorse such behavior by approving this proposal under the guise of gaining new tax revenues. Consider the costs for providing such approvals, to the families, neighborhoods and to Town government for remedial action and the Town's policing and social services impacts. Vote NO	8/20/2021 1:26 PM
264	We don't need more drug/alcohol sales. These businesses are not good for public health and safety.	8/20/2021 1:22 PM
265	My personal experience suggests this is a BAD idea. Los Gatos is already struggling to be a destination & retain residents. PLEASE DO NOT ALLOW!	8/20/2021 12:22 PM
266	We have a beautiful community. Cannabis has a strong odor and often finds its way into the hands of children. As a resident and registered voter, I strongly oppose allowing cannabis business into our community.	8/20/2021 10:59 AM
267	Retail cannabis operations - similar location regulations to the retail sale of liquor	8/19/2021 10:48 PM
268	Let our market grow and expand, freely and comfortably!	8/19/2021 8:35 PM
269	I didn't see any questions regarding growing in mountain areas, but I do think pot stores will be a blight on this beautiful town, giving it a low class image.	8/19/2021 5:47 PM
270	Please no cannabis	8/19/2021 5:35 PM
271	YES FINALLY	8/19/2021 4:26 PM
272	Cannabis does not blend in with Los Gatos culture and community.....it can bring the negative impact and change the special town character residents cherish	8/19/2021 4:05 PM
273	Any of those cannabis businesses should employ guards to keep the peace.	8/19/2021 2:44 PM
274	Why can't the growing part of a microbusiness be done up in the mountains? And have the	8/19/2021 2:38 PM

retail down in the flats. I have seen the various local taxes on products the cities are raising. It would be great if LG could generate some of that for our town.

275	There are pot stores all over San Jose within 10 mile. We are a town not a city let's act like it.	8/19/2021 1:05 PM
276	Keep the weed and easy access to it and related Paraphernalia out of Los Gatos. There are stores with that right nextdoor in Campbell. Keep Los Gatos Clean. Thank you.	8/19/2021 12:20 PM
277	Cannabis dispensaries of any kind should not be allowed in Los Gatos.	8/19/2021 11:57 AM
278	The quality of life in Los Gatos has greatly diminished in the twenty years that I have lived here. Stop lowering the standards of the town and be considerate to those who prefer to live in a community where residents or commuters do not need to get high, or contribute to that life-style. The town council continues to make poor decisions that directly impact residents. None of it can be undone. Enough already.	8/19/2021 11:25 AM
279	Don't need more people high causing accidents, and stinking up our community.	8/19/2021 11:24 AM
280	A lot of progress has been made regarding cannabis. Just think of it and treat it like alcohol. Downtown is full of bars, and alcohol is sold at most restaurants and stores. Welcoming cannabis businesses will help filling vacant buildings and increase tax revenue	8/19/2021 11:02 AM
281	Am opposed to having it in Los Gatos. We are a residential community and should not allow sales of cannabis products!	8/19/2021 10:52 AM
282	I have seen the increased use and ease of purchasing dispensary marijuana products by youth and teens in our community over the past 5 years. They are purchasing from older people who buy from dispensaries and sell to them. The closer the dispensaries, the more product is available to youth in LG and the surrounding communities. I would be hugely disappointed in the town if they allowed marijuana dispensaries in town limits especially since they do not allow gun stores either. Let's keep these things out of the town. There are plenty of dispensaries in neighboring communities. I beg you to vote no. I don't need my kids having even easier access to marijuana products. Our schools already have enough problems with drugs.	8/19/2021 10:18 AM
283	I really believe that a cannabis retail does not belong in Los Gatos but if the city is going to allow it, make the locations away from the residential areas.	8/19/2021 9:53 AM
284	Not a town set up for this and plenty of towns nearby for delivery. Not a necessity. Service can be obtained close by already	8/19/2021 9:40 AM
285	I have experience with this happening in San Jose when a dispensary opened next door to my business and backing up to residential area. They had to move and it was a horrible or experience for all.	8/19/2021 9:23 AM
286	Should be legal and allowed, but only in industrial areas. I don't want to see retail pot shops strolling down Santa Cruz Ave, nor driving along Los Gatos Blvd. Shove them off to the side, but this would allow LG residents shorter drives to acquire, and add to the tax base.	8/19/2021 9:09 AM
287	It will just make the drug problem worse	8/19/2021 9:03 AM
288	I'm a lifelong Los Gatos resident (42 years old class of 97 LGHS/93 Fisher/90 Blossom Hill) and also a purchasing manager for a Santa Cruz based cannabis shop. We do not have issues if you put shops within businesses it's when you segregate them like in San Jose where you run it into problems. I'd love to be on the committee that works on this. Steff1979@live.com Stephanie simas (Schwartz) 408-830-7101 Ask Mike Wasserman about me I served him and his family, for years at southern kitchen.	8/19/2021 8:52 AM
289	It seems that if someone is needing this they can go to nearby San Jose. There are plenty of other locations.	8/19/2021 8:39 AM
290	To follow Alcohol regulations is a good start.	8/19/2021 8:30 AM
291	This is wrong this is not what I want represented in my town I do not want my tax dollars being used to even think about this! I find it disgusting- take a look at Santa Cruz- all over these places all over homeless people hanging out for freebies! NO NO NO	8/19/2021 8:00 AM
292	I don't feel cannabis dispensaries fit the character of our town. It is readily available nearby and by mail. LG should be encouraging businesses that add to the character. I feel this would detract from it.	8/19/2021 7:54 AM

293	We care about environment , we care about depression, why would we make it easier...	8/19/2021 7:37 AM
294	No comment	8/19/2021 7:36 AM
295	There are a few empty car lots and places that have gone out of business near the police station that might work. I would much rather my kids use edibles and cannabis rather than drink alcohol it kills people, destroys family's & marriages and is the worst social disease	8/19/2021 7:27 AM
296	I have been inside a couple of cannabis stores in San Francisco and they were very well kept with beautiful interiors, knowledgeable attendants, and there was no odor. The cannabis stores I have seen in other cities look a lot better than most of the liquor stores around our little town. I think the revenue can be quite beneficial for the Town of Los Gatos.	8/19/2021 7:19 AM
297	Safe access for people who benefit from use is key.	8/19/2021 7:14 AM
298	I am concerned about the usage of cannabis by our youth and young adults. I don't think a cannabis shop enhances any aspect of our town. I can not state in words how against cannabis shops I feel. I lost my father to cannabis use and my childhood to his cannabis use. I fear losing my children to it. Making it harder to access in town is a benefit.	8/19/2021 7:03 AM
299	Los Gatos does not need this type of bus. In our community. Keep our youth away from any type of marijuana. This will threaten the safety of our community. It encourages loitering, homeless and drugs. I have seen this happen near a building I own near Valley Fair. Keep us safe. No on cannabis stores in Los Gatos.	8/19/2021 6:49 AM
300	We are opposed to any outdoor smoking of marijuana	8/19/2021 6:41 AM
301	Cannabis should be treated, in general, in a similar fashion to alcohol.	8/19/2021 6:38 AM
302	Having them near is more convenient than shopping further from my home	8/19/2021 6:37 AM
303	I think LG should allow cannabis businesses. It is legal in CA therefore it is tax revenue and residents should be able to shop local. The size of LG can handle it.	8/19/2021 6:33 AM
304	Medically speaking, it should be available. The downside is always going to be people who abuse it.	8/19/2021 6:15 AM
305	Cannabis businesses would be wonderful and beneficial for the town of Los Gatos!	8/18/2021 9:40 PM
306	Why would we want this in our town? If locals want they know how to get. Quit trying to make LG the "cool" party town and deflate image	8/18/2021 9:20 PM
307	None	8/18/2021 7:57 PM
308	I'm a 45 plus year LG resident. Los Gatos residents use marijuana and spend a lot on it, legally. Let's allow the legal activities bring tax revenue and jobs to LG as well.	8/18/2021 5:42 PM
309	Strongly oppose	8/18/2021 5:16 PM
310	I urge Los Gatos to respect the will of the majority of its citizens, which support a licensed, regulated cannabis industry. I would hope the City recognizes that a vocal minority that spreads misinformation about cannabis and traffics in groundless stereotypes should not be the driving force behind cannabis policy. Of course, if the City chooses to maintain its commercial cannabis ban, I am happy to continue contributing tax revenue to the City of San Jose. And I'm sure the drug dealers that regularly sell cannabis to Los Gatos youth will be happy. as well, because unlike a licensed cannabis dispensary, they willingly and gladly target youth.	8/18/2021 4:50 PM
311	Please allow cannabis to flourish here. Right now I have to give my tax money to Santa Cruz or San Jose! Let me purchase my medicine locally and help LG improve.	8/18/2021 4:33 PM
312	N/a	8/18/2021 3:45 PM
313	Please no!	8/18/2021 2:12 PM
314	I don't think cannabis businesses would reflect the kind of family-orientated town that LG is. I'm afraid of the kinds of people a cannabis business would attract, whether as customers or criminals who are attracted to a high-profit business that is required by federal law to be primarily cash. It's also worth noting that allowing cannabis to be cultivated takes a significant amount of power and water and can cause a great deal of damage to the building.	8/18/2021 1:55 PM

315	If it's approved, I am moving. What a joke. CA is turning into a scum fest joke. Just like Oregon.	8/18/2021 1:32 PM
316	We do not need cannabis stores in our family focused town.	8/18/2021 1:18 PM
317	Cannabis is no more dangerous than beer or wine, and should be regulated in the same manner.	8/18/2021 12:54 PM
318	Please do not allow cannabis businesses in Los Gatos. There is a well known drug problem at Los Gatos High School. I used to live near Fisher middle school and found discarded drug paraphernalia in my front yard (broken bong among other things). Legal dispensaries have a significant risk of allowing wider dissemination of Marijuana to minors (kids taking from parents, gray markets, etc) and we should do everything we can to stop that in our community. Also, the smell is incredibly bad and we don't need that to drive people from enjoying our residential or business communities.	8/18/2021 12:39 PM
319	Please don't allow this.	8/18/2021 12:27 PM
320	I rather not have weee business here.	8/18/2021 12:02 PM
321	I would rather see consumption lounges than storefronts	8/18/2021 11:54 AM
322	NA	8/18/2021 11:48 AM
323	Please do not allow cannabis businesses in Los Gatos. For people who want access to cannabis products, there are many other options - there is no need to impact the safety and culture of our community to provide cannabis products.	8/18/2021 11:41 AM
324	Please don't bring this to Los Gatos. There is no need, and it will only lead to a lessening of our community quality. Please please please do not allow this.	8/18/2021 11:40 AM
325	Please keep all cannabis business out of LG - happy to let other neighboring towns have this business!	8/18/2021 11:08 AM
326	LET THEM IN	8/18/2021 10:57 AM
327	We oppose cannabis in Los Gatos	8/18/2021 9:47 AM
328	As a business owner in hospitality, cannabis has become a difficult behavior to control once allowed. This leads to substantial cleaning and other op expenses to hotels.	8/18/2021 8:40 AM
329	Lg community members will have to ask themselves if they want to smell weed all around town and if that is the community we want. If someone in LG wants to buy some there are other towns close by the do it but once we allow it the community will shift.	8/18/2021 8:16 AM
330	I do not use cannabis or alcohol, but as long as alcohol is readily obtainable, cannabis should not be prohibited. It is a far less harmful drug.	8/18/2021 7:56 AM
331	Weed should have similar regulations as cigarettes.	8/18/2021 7:36 AM
332	This is a terrible idea. Let the towns that want this have it. Los Gatos doesn't need this tax revenue and it will attract the wrong kind of people to our town. I say this as both an LG resident and a consumer of the product being sold. I'd rather drive the 15 mins into downtown SJ than attract the community that patronizes these establishments that goes along with the local convenience.	8/18/2021 4:33 AM
333	No cannabis!	8/18/2021 4:23 AM
334	I don't see any issue with having a cannabis business in the town of Los Gatos.	8/18/2021 2:34 AM
335	Its legal, so shops should be allowed. Thank you	8/18/2021 12:48 AM
336	Stop worrying about LG becoming some kind of "red-light" district. There are enough boutique stores to keep most folk out anyway. I don't smoke, but there is a unique pearl-clutching that this town is special at. If not a luxury brand or "worked in a Michelin star" new business, it gets tossed aside. We all know where to go to spend \$3k on a bicycle, or \$20 on a panini. Not judging. But it sure would be fun for some to BUY some LEGAL relief and go watch a movie downtown. Just saying, the Karen's in this town know no bounds. A spot by the theater, or even better, the animal shelter where a little impulsiveness can lead to a positive outcome. Or between the auto body shop and LG meats, get a "Rollie" a "Rollie" and look at all the fancy	8/18/2021 12:43 AM

cars as you walk back downtown to watch a movie with a sandwich in hand! -Graduate of LGHS 2005 and non-shopper since.

337	Strongly against cannabis retail in Los Gatos.	8/18/2021 12:24 AM
338	I am highly supportive of bringing cannabis to Los Gatos! I'm excited to see where this goes.	8/17/2021 11:40 PM
339	Since many are turning to alternatives in place of pharmaceuticals. Having a dispensary or 2 in town would provide a much needed respite. If managed properly, (security, early closing hours and ample parking) this would be welcomed in my opinion. Thank you for considering :)	8/17/2021 10:45 PM
340	There is already a cannabis problem with teenagers in Los Gatos! Please DO NOT bring cannabis businesses here. I have two teenagers at LGHS and I can not tell you the number of times I have seen teens smoking and selling on or near LGHS. Also near on the railroad tracks near Wimbeldon and Courtstyle homes where my family lives. Yes, I have witnessed selling near the corner of Church Street and High School Court. I have emailed last year's principal, Paul Robinson, only to have nothing done and being met with indifference!!! This would be bad for Los Gatos's image too.	8/17/2021 10:44 PM
341	I think commercial cannabis is a horrible idea for LG. San Jose has plenty of crappy neighborhoods for people to buy their drugs; there is no need for Los Gatos to sacrifice its quaint and small town character to peddle weed for boomers and teens. We are better than this, or at least I think we are.	8/17/2021 10:37 PM
342	Many elderly friends of mine in LG have to drive to San Jose to get this product for Parkinson's, sleep problems and relief in general. An over 21 cannabis retail place is needed in LG. There is no longer a taboo so why let San Jose get all the much needed tax dollars. We live in a new time with this virus and it is time to do what we can to generate money for this town.	8/17/2021 10:15 PM
343	I worked in the industry for five years as security and a community liason for retail cannabis storefronts. Just go with what's there to start and make common sense changes that fit the town's needs. Most business owners will want to comply to stay open.	8/17/2021 10:04 PM
344	N/A	8/17/2021 9:55 PM
345	Don't add a ridiculous tax rate either :)	8/17/2021 9:49 PM
346	There's plenty of other nearby cities to buy cannabis, let's not make Los Gatos one of them. This will only draw more attention and traffic to our quaint town. We have enough to deal with on the weekends with beach traffic. The town limits fast food restaurants, drive throughs, and gun shops. Why would we even consider this use? This town is a family oriented community, and we don't need any cannabis facilities here, just like we didn't need a gun store. Cannabis use for young people is a gateway drug to other drug use. Please, protect our town, and do not allow any cannabis related businesses here.	8/17/2021 9:42 PM
347	Very against these businesses in LG, especially downtown	8/17/2021 8:46 PM
348	Cannabis is legal just like alcohol , you should follow similar practices to what you do to regulate bars, restaurants and other types of retails that serve alcohol	8/17/2021 8:36 PM
349	I see no need to allow cannabis businesses in to Los Gatos. I don't see anything positive coming from this and strongly oppose	8/17/2021 8:13 PM
350	Na	8/17/2021 8:13 PM
351	Many other nearby cities sell cannabis products and are enjoying the tax benefits, Los Gatos is missing a huge opportunity to fill empty buildings with these businesses and LG should enjoy the tax income these businesses will bring to our town.	8/17/2021 7:49 PM
352	More jobs, economy booster,	8/17/2021 7:33 PM
353	A cannabis business would negatively impact the charm and prestige of our town. Leave cannabis to nearby towns that have less of a sense of community.	8/17/2021 7:33 PM
354	I am against the legalization of Marijuana on a state by state basis. This is still illegal under federal law. I don't want to see this activity anywhere and I don't want to smell it. I don't want my family members using Marijuana and I want it too be as hard as possible to get it.	8/17/2021 7:33 PM
355	Medical use should be allowed	8/17/2021 7:09 PM

356	I have no issues with cannabis businesses in town. Bring em on, I say	8/17/2021 7:00 PM
357	We could use the tax revenue.	8/17/2021 6:39 PM
358	N/a	8/17/2021 6:19 PM
359	I have no problem with this, please get rid of the "elements" downtown, that is a CBD beauty company and their employees stand out side and lure people in and harass people to buy things.	8/17/2021 6:15 PM
360	We should not allow these kind of business in Los Gatos. They do not help in any way.	8/17/2021 6:14 PM
361	I truly believe lifting regulations on cannabis will help us destigmatize the use of a helpful plant, and that it can make medicine much more accessible to people in my community who truly need it.	8/17/2021 6:12 PM
362	Allowing cannabis retail and mucrobusinesses is not in line with a friendly, family oriented and welcoming community that is focused upon the safety and welfare of its inhabitants. Areas with cannabis retail are usually located in seedier locations or become that way due to its presence. I have witnessed this in Campbell where my mother in law lives and there has been an increase in loitering, trash and homeless people nearby, and she now feels unsafe walking down her street on Bascom Ave. I do not wish this upon Los Gatos	8/17/2021 6:11 PM
363	None	8/17/2021 6:11 PM
364	The people of California should be freely allowed to open a business that sells something completely legal in the state of California. We have no jurisdiction over people's freedom to open businesses they wish to open and continue to support our community and economy.	8/17/2021 6:05 PM
365	Can the money be put towards homelessness please	8/17/2021 5:47 PM
366	I take CBD for epilepsy and a dispensary in Los Gatos would be nice to have.	8/17/2021 5:22 PM
367	Since marijuana has already been legalized at the state level, there should not be much further regulation from The Town.	8/17/2021 5:18 PM
368	Licensees who are people of color /minorities should be chosen first as these are the communities that have suffered the worst from the "war on drugs".	8/17/2021 5:14 PM
369	Everyone is using cannabis so why not put one here rather than having delivery from San Jose. Los Gatos is nothing special other than another town.	8/17/2021 5:10 PM
370	The high school has enough problems with drugs. We don't need better access. We need less.	8/17/2021 5:01 PM
371	I believe it would be a great add to the community and if done right, a great attraction.	8/17/2021 4:45 PM
372	We are experiencing many issues with crime, homelessness, and mental health. I would prefer not to add this to the mix.	8/17/2021 4:44 PM
373	I hope this is a joke and not a serious consideration. I hate the smell of not only cannabis but also tobacco and people will not adhere to the laws and restrictions in place.	8/17/2021 4:37 PM
374	Na	8/17/2021 4:32 PM
375	Cannabis can be great for the community as long as it is maintained properly	8/17/2021 4:13 PM
376	J	8/17/2021 4:13 PM

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City of National City

Cannabis Management Services

April 19, 2019

HdL[®] Companies

SUBMITTED BY

HdL Companies
120 S. State College Blvd., Ste 200
Brea, CA 92821
hdlcompanies.com

CONTACT

David McPherson
T: 714.879.5000
E: dmcpherson@hdlcompanies.com

ATTACHMENT 2

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I. LETTER OF TRANSMITTAL

April 19, 2019

Megan Gamwell
Economic Development Specialist
City of National City
1243 National City Blvd.
National City, CA 91950

Re: Proposal for Cannabis Management Services

Dear Ms. Gamwell,

Thank you for the opportunity to submit this proposal for cannabis management services for the City of National City. The enclosed scope of services is designed to assist the City with community outreach, development of a draft cannabis ordinance, a merit-based application review process and cost recovery fees, as requested. The proposal also outlines additional services that HdL can provide at the City's request, including ongoing compliance inspections and financial audits of permitted cannabis businesses.

HdL was incorporated in 1983 and has over 30 years of experience providing revenue enhancement and consulting services to local governments in California. HdL is a consortium of three companies established to maximize local government revenues by providing audit, compliance, economic development, consulting services and software products. Its audit and consulting services include sales, use and transaction taxes, property taxes, transient occupancy taxes, and a Cannabis Management Program. HdL's systematic and coordinated approach to revenue management and economic data analysis is currently being utilized by over 500 agencies in six states. The firm currently serves 49 counties, 311 cities and 132 transactions tax districts in California.

Our knowledgeable team of professionals have more than 46 years' combined experience in the establishment and implementation of cannabis regulatory programs including establishing land-use regulations, registration processes, operation regulations for cannabis facilities, staffing plans, cost recovery, structuring cannabis business taxes and conducting compliance and financial audits.

We look forward to the opportunity to partner with the City of National City in developing a strategy which meets your program needs. If you have any questions or require additional information, please feel free to contact me by email at anickerson@hdlcompanies.com or David McPherson at dmcpherson@hdlcompanies.com or by phone at 714.879.5000.

Sincerely,



Andy Nickerson
President, HdL Companies

II. PROPOSED SCOPE OF SERVICES

The City of National City currently prohibits the establishment or operation of any and all medical or adult-use cannabis businesses in the City.

The City is interested in exploring the possibility of the development of an ordinance to permit and regulate commercial cannabis businesses within the City.

As a part of this process, the City wishes to conduct a series of community outreach meetings or workshops to explore and identify the range of policy issues and concerns to be considered and addressed by the ordinance. Should an ordinance be adopted, the City would conduct a merit-based application process for awarding permits. The City also desires to apply appropriate fees to recover all City costs associated with the permit process as well as establish a cannabis tax ordinance through a ballot measure process.

To meet these objectives, the City is seeking assistance from HdL to help with community outreach, to develop a draft regulatory ordinance, design a merit-based application process and to determine appropriate cost recovery fees and to develop a tax ordinance. This proposal provides a fixed unit cost for each of these items, and includes additional hours for conference calls, technical assistance and subject matter expertise, to be utilized on an as-needed basis at the City's request.

The enclosed Scope of Services to be provided by HdL includes all of the following:

- Kick-off conference call meeting with City staff;
- Attendance, support or presentations at 3 public meetings, including one community outreach workshop, one meeting of the City Council or Planning Commission, and one additional meeting or workshop as may be needed;
- Development of a cannabis regulatory ordinance that addresses community concerns and complies with all applicable State and local laws;
- Design an application process that includes merit-based review, ranking and final selection of cannabis business permittees;
- Conduct a fiscal analysis to determine proper cost recovery fees and to design a tax ordinance with appropriate cannabis tax rates. Fees shall ensure all allowable City costs associated with the development and implementation of the regulatory program are borne by the applicants;
- Develop an annual cannabis business regulatory fee to recover ongoing costs associated with administrative oversight of permitted cannabis facilities, including compliance inspections, financial audits and any other regulatory requirements;
- Design a cannabis tax ordinance and ballot measure resolution which will be submitted to the County Elections Office.
- Provide City staff with technical assistance and subject matter expertise as needed.

Objective 1: Attendance, Support or Presentations at Public Meetings or Workshops

HdL shall provide support or presentations at 3 public meetings or workshops to gauge concerns about the potential community impacts of the various types of cannabis businesses. Input gathered through these meetings will be used to help guide the development of a regulatory ordinance. These meetings will likely include one public workshop and at least one meeting of the City Council and/or Planning Commission.

Objective 2: Develop a Draft Cannabis Regulatory Ordinance

Consultant shall develop a draft cannabis regulatory ordinance that addresses community concerns. The draft ordinance shall include specific regulations for each of the various cannabis business types as directed by the City, which may include cultivation, manufacturing, distribution, microbusinesses, storefront retailers, non-storefront retailers, and/or testing laboratories. HdL shall ensure that the proposed ordinance complies with all State and local laws and reflects evolving best practices within the industry.

Objective 3: Application Process Development

Consultant shall design an application process that includes merit-based review, ranking and final selection of cannabis business permittees. The process shall include evaluation criteria consistent with the draft ordinance and shall ensure that all information desired by the City is incorporated into the cannabis business application form and procedures. HdL shall also provide all necessary application forms, as well as procedures, guidelines, indemnification forms, background information releases, and other required documents.

Objective 4: Fiscal Analysis, Cost Recovery Fees, Tax Ordinance and Annual Regulatory Fee

Consultant shall conduct a fiscal analysis to determine proper cost recovery fees and design a cannabis tax ordinance with appropriate cannabis tax rates. Fees shall ensure all allowable City costs associated with the development of the regulatory program and with the processing and issuance of permits are borne by the applicants. Consultant shall also develop an annual regulatory fee to recover costs associated with administrative oversight of permitted cannabis facilities, including permit renewals, compliance inspections, financial audits and any other requirements deemed necessary by the City. The fiscal analysis shall include a study of the local cannabis industry to guide the City in setting cannabis tax rates for the ballot measure resolution and cannabis tax ordinance which will be prepared by the Consultant.

Objective 5: Provide Subject Matter Expertise & Technical Support

HdL shall provide up to 20 hours of general consulting in the form of subject matter expertise or technical assistance, to be utilized on an as-needed basis at the City's request. Such assistance may include monitoring of changes to State laws and regulations, participation in conference calls, responding to staff inquiries via phone and email, reviewing staff reports to

the City Council, assisting with responses to inquiries from the public, or other issues yet to be determined as requested by the City.

Optional Cannabis Consulting Services:

Application Reviews and Selection Process

HdL has experience reviewing over 1,800 cannabis business applications for counties and cities across California. Our team can provide application reviews, scoring, merit-based ranking and interviews to inform the final selection for cannabis business permits.

Our process begins with an initial screening of all applications for completeness based upon a checklist of required documentation. All applications deemed complete will move forward for a full review, including scoring and merit-based ranking based on the applicant's demonstrated ability to meet or exceed minimum requirements in each category. Reviews identify both strengths and weaknesses of each application as well as providing a numerical score to inform the subsequent interview and selection process. HdL can also conduct an interview panel for all applicants that receive passing scores and can prepare a report to inform the final selection of which applicants shall be granted permits.

Application reviews, scoring and merit-based ranking:	\$2,500 per applicant
Applicant interviews:	\$500 per applicant

Background Checks

HdL is qualified to provide supplemental background checks for principals and employees of cannabis businesses as part of the application process. This service is not included as a part of this proposal but can be provided at an additional cost of \$300 per person for owners or managers, and \$150 per person for line staff. This price includes an employee identification card designed by HdL with the City logo which will meet all the state regulation requirements.

Regulatory Compliance Reviews and Financial Audits

HdL's Cannabis Management Team has over 26 years combined experience conducting approximately 16,000 cannabis compliance inspections, financial audits and investigations in Colorado, California and Nevada. HdL can provide annual compliance reviews and financial audits at the following rates for each cannabis business permitted in the City.

- A. Conduct one (1) financial audit annually for each permit at a rate of \$6,000.
- B. Conduct one (1) compliance review annually for each permit at a rate of \$1,250.
- C. Conduct one (1) financial audit and one (1) compliance review annually for each permit at a rate of \$7,250.
- D. Conduct one (1) financial audit and two (2) compliance reviews annually for each permit at a rate of \$8,500.

- E. Conduct one (1) financial audit and three (3) compliance reviews annually for each permit at a rate of \$9,750.
- F. Conduct one (1) financial audit and four (4) compliance reviews annually for each permit at a rate of \$11,000.

III. COST

The proposed services are broken down into specific line items in the cost table below. Some of these services may include both fixed costs for developing and initiating each of the various components of the program and variable costs based on the number of applicants or businesses. HdL's fees are based on time, materials and travel-related expenses associated with the execution of the services.

The hours and costs in the table below do not include any additional items that are not contemplated by this scope of services. All City costs¹ would be incorporated into either the application fees or the annual permit fees, to be payable by the applicant or permittee. Any additional services requested by the City will be billed at HdL's hourly rate. Prices are valid for 90 days from April 19, 2019.

Scope of Service Objectives	Estimated Cost
Objective 1: Community meetings, workshops and presentations (assumes 3 site visits)	\$5,400 Includes travel
Objective 2: Develop a draft cannabis regulatory ordinance	\$5,000
Objective 3: Develop a merit-based application and review process	\$5,000
Objective 4: Conduct fiscal analysis and develop cost recovery fees	\$7,500
Objective 5: Subject matter expertise and technical assistance	\$6,000
ESTIMATE OF TOTAL COSTS	\$28,900

¹ Except for costs associated with setting cannabis tax rates.

IV. EXPERIENCE AND RESOURCES

Company Profile

Founded in 1983, HdL is a consortium of three companies established to maximize local government revenues by providing audit, compliance, economic development, consulting services and software products. Its audit and consulting services include sales, use and transaction taxes, property taxes, transient occupancy taxes, and a Cannabis Management Program. The firm also provides a variety of enterprise software processing tools for business licensing, code enforcement, animal control, building permits and tracking/billing of false alarms. HdL's systematic and coordinated approach to revenue management and economic data analysis is currently being utilized by over 500 agencies in six states. The firm currently serves 49 counties, 311 cities and 132 transactions tax districts in California.

HdL's key staff has extensive experience serving local government and many have previously held positions in city management, finance, planning, economic development or revenue collection. HdL is a Corporate Partner of the League of California Cities and California State Association of Counties and works extensively with the County Auditor's Association of California, California Society of Municipal Finance Officers (CSMFO) and California Municipal Revenue and Tax Association (CMRTA) on anticipation and planning of programs to strengthen local government revenues.

This close understanding of local government needs coupled with extensive databases and advanced methodology provides for the most relevant, productive and responsive revenue recovery; forecasting; and economic services available.

Our team of professionals has over 46 years of direct experience establishing and implementing cannabis regulatory and taxation programs, including establishing land-use regulations, permit processes, staffing plans, and cost recovery fees; structuring cannabis business tax fees; regulatory compliance; financial audits; and law enforcement training. Our team has conducted over 16,000 cannabis compliance inspections and investigations in Colorado, California and Nevada.

Key Personnel

David McPherson, Cannabis Compliance Director

David McPherson works with local agencies to prepare them to mitigate regulatory issues surrounding Proposition 64 and SB 94. Prior to joining HdL, David served 28 years in local government for the County of Orange and the cities of Newport Beach, San Jose and Oakland. David's experience as a law enforcement officer, compliance auditor, and tax administrator has provided him a wealth of experience that makes him uniquely qualified to manage HdL's Cannabis Management Program. While working for the City of Oakland, he became the first Tax Administrator in the country to successfully tax, regulate and audit medical marijuana businesses. David has over 8 years of experience working with cannabis regulatory programs.

David is one of the state's most recognized experts in cannabis regulatory policies, compliance implementation and tax policies. His unique knowledge in horticulture, processing and dispensary operations while working for the City of Oakland has made him one of the pioneers in creating a Cannabis Management Program. He uses his experience to assist local and state agencies in developing cannabis policies for regulation, compliance, auditing and economic development. He worked closely with the League of Cities on the development of the Medical Cannabis Regulation and Safety Act (MCRSA) and helped shape SB 94, the Medicinal Adult-Use Cannabis Regulation and Safety Act (MAUCRSA).

David provides technical support on cannabis-related matters to the League of Cities, the Police Chief's Association, Rural County Representatives of California and the California State Association of Counties. In addition, David is working collaboratively with the Department of Consumers Affairs, Department of Food & Agriculture, Department of Health Services and the State Board of Equalization on the implementation of best practices for regulating the cannabis industry for local agencies.

David received his Bachelor's Degree in History from California State University, Fullerton and his Master's Degree in Public Administration from California State University, Long Beach. While at Long Beach, he was named "Future Urban Administrator of the Year".

Matt Eaton, Cannabis Compliance Manager

Matt Eaton is the Cannabis Compliance Manager at HdL and plays a critical role in implementing the Cannabis Compliance Program for local agencies. Prior to joining the firm, he was a progressive law enforcement professional with 29 years' experience conducting criminal/regulatory investigations, and corporate/individual background investigations.

While working as a Supervisory Investigator at the Colorado Department of Revenue in the Marijuana Enforcement Division (MED), Matt managed criminal investigators and civilian staff in the Denver Metro and Longmont field offices. During his six-year tenure at the MED, he conducted approximately 10,000 criminal investigations and compliance reviews which included regulatory and financial investigations. In addition, he is a subject matter expert on track and trace systems. He understands the complexity of reviewing data to ensure businesses are in compliance with state and local regulations. Matt was responsible for planning, developing and implementing report and field inspection protocols for the agency. He also played an instrumental role in recommending changes to current regulations and identifying essential language for new legislation in Colorado. Matt is well known for his ability to maintain working relationships with cannabis industry leaders and external stakeholders in resolving issues.

Matt received his Bachelor of Science Degree from Biola University and currently maintains a Colorado Post Certificate. He has also served as an adjunct instructor teaching law enforcement principle related to criminology, correctional processes, procedural law, interviews, interrogations and criminal evidence at AIMS Community College in Greeley, Colorado.

Tim Cromartie, Senior Cannabis Advisor

Tim Cromartie is a Senior Cannabis Advisor at HdL, in which his primary role is providing policy expertise related to cannabis regulatory and tax policies at the state and local level. Prior to joining HdL, Tim served as the legislative representative covering public safety issues for the League of California Cities since 2013, with a heavy emphasis on shaping legislation governing state and local regulation of marijuana. He has been actively involved in educating cities on changes in the law resulting from the Medical Cannabis Regulation and Safety Act, as well as Proposition 64, the Adult Use of Marijuana Act. When these two Acts were merged into a single regulatory structure in 2017, Tim successfully advocated for clarification of local government's regulatory and enforcement authority in the cannabis context, and for related environmental safeguards in cultivation operations, protections against over-concentration of businesses, regulation of testing labs, and the inclusion of fire safety standards and a definition of volatile solvents in state law governing cannabis manufacturing operations. Since then he has been engaged in educating local governments on the more recent Medical and Adult Use Cannabis Regulation and Safety Act (MAUCRSA), as well as advocating for a reduction in the cumulative state tax rate for cannabis, improvements in the state's track-and-trace program, and the restoration of a statewide cultivation cap.

Prior to the League, he held a variety of positions in the Legislature and state government, including legislative representative for CalPERS Governmental Affairs, legislative director and public safety consultant to former state Senator Gloria Romero, and field representative for Congresswoman Barbara Lee during her term in the state Senate. Mr. Cromartie holds degrees from the University of California at Berkeley (B.A. Political Science) and UC Hastings College of the Law. Tim is an ardent aviation buff and a member of the California Aerospace Museum at the site of the former McClellan Air Force Base in Sacramento.

Billie-jo Naysmith, Cannabis Compliance Manager

Billie-jo Naysmith is a Cannabis Compliance Manager at HdL in which she plays a diverse role in implementing the Cannabis Compliance Program for local agencies in both California and Colorado. Prior to joining the firm, she was a progressive law enforcement professional with 23 years' experience conducting criminal/regulatory investigations, cannabis applicant background investigations and complex financial investigations.

While working in the Office of the Colorado Attorney General as a Criminal Investigator she investigated Financial and Securities Fraud specializing in cannabis business activity. In addition, she worked closely with forensic accountants analyzing financial records to determine if criminal activity occurred.

During her tenure as a Supervisory Investigator at the Colorado Department of Revenue in the Marijuana Enforcement Division (MED), Billie-jo managed criminal investigators and civilian staff in the Denver Metro and Longmont field offices. During her five-year stretch at the MED, she conducted approximately 5,000 criminal investigations and compliance reviews which included regulatory and financial investigations. In addition, she is a subject matter expert on track and trace systems where she has conducted data analysis in order to

assist in complex cannabis regulatory investigations. She understands the complexity of reviewing data to ensure businesses follow state and local regulations. Billie-jo was responsible for assisting in the strategic planning for the division which included providing training for investigators. Furthermore, Billie-jo participated in collaborative rulemaking work groups and focus groups with cannabis industry leaders and external stakeholders to develop best practice regulations. She also provided critical recommendations for the agencies cannabis rules and regulations by addressing key loop holes in the Colorado legislation which was subsequently amended. In addition, Billie-jo formed essential partnerships with federal, state and local law enforcement agencies as well as local licensing authorities.

Billie-jo received her Bachelor of Science Degree in Business Administration from Colorado Christian University where she graduated with the distinction of Suma Cum Laude. She also currently maintains a Colorado POST Certificate.

Mark Lovelace, Cannabis Policy Advisor

Mark Lovelace has 16 years of broad experience in public policy, community engagement and advocacy and is recognized as a leader in advancing the statewide discussion of medical and recreational cannabis as a policy issue in California.

Mark served on the Humboldt County Board of Supervisors from 2009 through 2016 where he was instrumental in developing a comprehensive approach to regulating cannabis, including a voter-approved tax on commercial cultivation and an innovative track and trace pilot program. Mark established and co-chaired the Medical Marijuana Working Group for the California State Association of Counties (CSAC) and helped draft CSAC's legislative platform for cannabis issues. Mark pioneered the first-ever six-County regional summit on cannabis issues in 2015 which resulted in the North Coast Counties Marijuana Policy Statement. His work and input were pivotal in guiding the development of SB 643 and AB 243, two components of the Medical Cannabis Regulation and Safety Act (MCRSA).

Mark has worked extensively with public agencies and statewide associations on cannabis issues, including CSAC, Rural County Representatives of California, the Association of California Water Agencies, the North Coast Resource Partnership, California Department of Fish and Wildlife, the State Water Board, the North Coast Regional Water Board, the Bureau of Cannabis Control, state legislators, the Department of Justice, members of Congress and others. He has led numerous presentations, workshops and panel discussions on cannabis issues and has been a sought-after speaker on the topic for government agencies, community organizations and cannabis industry groups.

Mark received his Bachelor of Science degree in Industrial Design from California State University, San Jose. Prior to his time on the Board, he worked for many years as a respected advocate on land use, planning, development and environmental issues.

Kami Miller, Cannabis Senior Auditor

Kami Miller is a Cannabis Senior Auditor at HdL whose primary role is to ensure cannabis compliance and identify the risk assessment in the supply chain process of each permitted

business. Prior to joining the firm, she served three years as a Marijuana Compliance Manager for the Department of Public Behavior and Health (DPBH) for the State of Nevada. During this time Kami played a key role in Nevada's implementation of its Medical Marijuana Program in which she was responsible for statewide monitoring of medical marijuana facilities that included cultivation, production, testing labs and retail stores.

During her tenure at the DPBH, Kami managed compliance auditors and support staff in the Las Vegas office. She conducted approximately 1,000 compliance and financial inspections for which she developed the inspection protocols documentation to create comprehensive reports. In addition, her experience with various cannabis track and trace systems allowed her to develop industry supply chain practices for the Department of Taxation.

Kami received her Bachelor of Business Administration in E-Commerce and Supply Chain Management from Tennessee State University.

Elizabeth Eumurian, Cannabis Senior Auditor

Elizabeth Eumurian is a Cannabis Senior Auditor at HdL. Her primary role is to conduct financial audits, evaluate cannabis applications and conduct background checks. As part of the audit program, she will be conducting and preparing analytical information through the CATS™ program to prepare Tax Analytical Remittance Reports (TARR) summaries to evaluate under reporting or anomalies in the remittance of tax payments to local jurisdictions.

Elizabeth previously worked as a senior auditor in the entertainment industry. In this role, she executed testing procedures for targeted audit programs, analyzed findings and prepared audit and compliance reports. She also has experience working for a large financial institution analyzing data for reporting anomalies and performing internal audits. Elizabeth has recently done work for Blythe, California City, Coachella, Cotati, Desert Hot Springs, Long Beach, Mammoth Lakes, Moreno Valley, Perris, San Bernardino, and Vallejo.

She earned her Bachelor of Arts degree in History from California State University, Fullerton. She has also received a certificate in CannaBusiness from Oaksterdam University.

Michelle Shaw, Cannabis Compliance Inspector

Michelle is a Cannabis Compliance Inspector at HdL and is tasked with conducting onsite inspections, examinations and other actions to monitor compliance with established standards for local licensed cannabis businesses. Prior to joining HdL, she was a Compliance Specialist Officer at a large, multinational bank where she managed, validated and oversaw the effectiveness and accuracy of numerous compliance issues within the consumer retail space. Throughout her eight years of experience at the bank, she performed onsite assessments of affiliate businesses to determine compliance/non-compliance of their processes and procedures pursuant to bank standards and state regulations.

A graduate of Cypress College, Michelle holds a Foundations of Banking Risk certificate from the Global Association of Risk Professionals and a paralegal certificate from the Southern California College of Business and Law.

Alfredo Marquez, Cannabis Senior Auditor

Alfredo Marquez is a Cannabis Senior Auditor at HdL. His primary role is to conduct financial audits. Alfredo previously worked for Teledyne Technologies analyzing risk assessments for acquiring new businesses and various units in the organization. In this role he worked with people at various levels in the organization and successfully conducted financial, Sarbanes Oxley and compliance audits across North America, Latin America, Europe, and Asia. Alfredo has recently done work for Cotati, Cloverdale, Desert Hot Springs, Mammoth, Perris, and Vallejo. He earned his Bachelor's Degree in Accounting from the University of La Verne.

V. REFERENCES

City of Chula Vista

Kelly Bacon

Deputy City Manager

Phone: 619.691.5144

Email: kbacon@chulavistaca.gov**City of La Mesa**

Yvonne Garrett

City Manager

Phone: 619.677.1311

Email: ygarrett@ci.la-mesa.ca.us**City of Imperial**

Alex Chalupnik

Management Analyst

Phone: 760.355.4373

Email: Achalupnik@cityofimperial.org**City of Oceanside**

Jane McPherson

Finance Director

Phone: 760.435.3855

Email: jmcperson@ci.oceanside.ca.us**City of Imperial Beach**

Steven Dush

Assistant City Manager

Phone: 619.628.1354

Email: sdush@imperialbeachca.gov