

As the business owners who are working to open the marijuana retail store in Camas, we wanted to give an update as to what the industry looks like a year following the ban.

A quick recap as to the reasons cited for initiating a 13 month ban mainly involved the many unknowns regarding the potential impact to the community, in that Camas did not want to be amongst the first to allow a retail location and preferred a “wait and see” approach. Policing was a strong factor in that decision due to concerns more would be necessary, and that there was no revenue sharing to cover those potential added costs. The message was clearly presented that had the State provided some form of revenue to the city to cover the potential increase in their operating costs, that they would have likely not imposed a ban.

We believe that the waiting period has been realized and respected by our business, and are now ready to open and start creating positive economic activity. A bulleted itemized list covers the main points of previous concerns and estimated positive economic impact using publicly available sales figures from the Vancouver and North Bonneville retail store locations.

- Camas has always been known as Pro Business. Opening a store in Camas will bring revenue to the city; not only normal sales tax, but a portion of the 37% excise tax levied on sales through retail stores. A city without a retail store earns no revenue from the state on the excise tax collected by other stores in the state. Only a city with a store will get a portion of the excise tax.
- We conservatively expect to do \$7.5 million dollars in sales; this is about 1/3 of what the Vancouver stores do in revenue. This would bring \$50,000 in sales tax alone to the city, plus another \$90,000 to Clark County. Taxes from the 37% excise tax would be minimal due to a cap, but would likely be around \$ 35,000 annually returned directly to Camas.
- The biggest impact for Camas would likely be a result of the increased economic activity the store will make on the low income, South-East side of the city that borders Washougal. This store will bring more businesses to the area, especially the stores on the western corners of 3rd and Lechner. The owners of the building where we are located have already discussed upgrading the facade and look of the building to make it more aesthetically appealing, which in-turn will have an impact on upgrading that area of town. We have signed a new 2-1/2 year lease and the LCB has given us approval to be licensed upon the inspection of the security and video surveillance system needed to comply with the regulations required to be licensed.
- A portion of the revenue collected by our business is currently being earmarked to reinvest within Camas by reopening the Pizza Palace. With Camas Auto Parts (CAPS) no longer in business at that location, the entire building is now unoccupied. Current plans are to acquire the entire building and reopen a high quality pizza restaurant that is exceptionally kid friendly. There is currently no pizza/kids games establishment in Camas that has the ability to cater to birthday parties, team sports meetings and celebrations or other large gatherings where great pizza is available and entertainment is available to a younger set. Reinvesting in Camas has and will continue to be part of our overall business plan. One of the partners was born in this community, and has always lived here with the exception of obtaining an Engineering degree from WSU, and there is strong incentive to keep, support, and create local business.

- Regulations now in place:
  - o --Background checks for licensing applicants; these include criminal history check, tax obligation checks, child support, and a check that startup funding sources are from legal activities.
  - o --Undercover police stings are being conducted by the LCB on stores to prevent selling to minors and these are yielding 100% compliance.
  - o --There is comprehensive testing and qualification of cannabis before being sold (potency, safety, molds, and chemicals)
  - o --Extensive security protocol at stores and for the public, multiple cameras, video recording of all activities.
- Benefits to all citizens of the State of Washington as a result of approving legalization and the collection of the taxes generated are focused on Health care, and Drug and Alcohol Counseling/rehab centers. There is a long and detailed list specifically itemizing where all of the tax revenue will be distributed to, all of which benefits the State.
- The adjacent business next to ours (that we share a common wall with) is a Drug and Alcohol Counseling center. We plan to work together with them to help identify and encourage individuals who appear to not simply be recreating, (but may have other addictions or signs indicating that help may be needed), to step next door and talk with one of their professionals. No other store to our knowledge has this positive attribute.
- Studies have shown no increase in violent crime since retail stores have been open and in fact Washington is a 40 year low.
- No increase in DUI's since legalization.
- No increase in use amongst high school aged individuals.
- No robberies or increased need of police action/intervention as a result of stores being open to-date.

In summary polls and surveys continue to show a larger and larger majority of acceptance surrounding this end to prohibition. Multiple States have followed Washington's lead with Oregon among the latest. In fact, legal sales commence October 1<sup>st</sup> utilizing their already existing medical dispensaries. With the points mentioned herein, and our proven professional business history and approach to bringing this retail store to Camas, we respectfully ask for your approval of removing the zoning ordinance. Recommendation to bring the ban to an end while planning for the City's future by addressing the issue before the Sunset takes effect is in Camas' best interest.

Appreciatively,

Marc Elkins