

9. Community Outreach (in response to City Comment 9)

We have engaged in extensive community outreach. When we realized there was a good chance we would be approved for a dispensary license, our Executive Director Pat Doherty intensified our search for a location using the City website's cannabis permissible area map. As a 40+ year resident of Hayward, he was able to quickly determine exactly where dispensaries were permissible. He then spent days driving and walking the permissible area dictating & writing notes of, at least, 75 to 100 different locations in the "dispensary allowable zone" of downtown as well as the few spots outside of downtown. He talked to many people and received, at worst, curiosity & a few questions of how we might impact existing businesses. Other than that, we are happy to report overwhelming welcome & support. Once we submitted our CUP application Pat went out on Nov 16 & Dec 3, 2018, and walked the area around 1004 B St, our proposed location, in an attempt to contact as many of our neighbors as possible and introduce Hayward Station & himself. When we receive our business license we intend to have a mailing service send out our business announcement/information along with invitations to our Grand Opening. We have begun, and intend to continue, reaching out attempting to cross promote with our neighbors who are interested. We have talked to Kim at Hayward's Chamber of Commerce and intend to join after receiving our business license. Below are some of Pat's notes from Nov 16th & Dec 3rd:

Next Door – 1010 B - A vacant storefront. I was in B St Books getting the bank key from Renee and met Ken, who owns the vacant property next to us, in between us & B St Books. I had a good, long conversation with him in B St Books and then he showed me his place – he would like to get a restaurant business there and is somewhat set up for it. His interior is pretty much ready for someone to locate a business there. Ken lives in the Hayward hills and had some concerns about how we will affect him. I did my best to alleviate any concerns about a "crazy hippie" type bringing weed next door and I think he ended up supporting (or at least not opposing) our use. We will be bringing a Whole Foods-like clientele, and I don't think he will have concerns with us. We might help him with all the customers we expect.

B St Books – 1914 B (two doors up) - I met Renee, the owner, when picking up the keys for the bank. (It turns out that Renee is a neighbor of friends of mine as well as being the niece of another friend.) She is very friendly. I have had a few good conversations with her.

Buffalo Bills – 1082 B - I went in and talked to the doorman. The owners name is Jeff. He said the owner was out at the moment but is usually in. Come back and see him sometime.

Yogurt Hill – 1081 B – I stopped by and talked to the owner, Ali. He did not seem to have a concerns with us.

At Cricket - 1087 B (next door to Yogurt Hill) I said hello and dropped off my card and told him about our plans.

Metro Taquero, 1063 B St, I introduced myself and dropped off my card.

Brews and Brats – 1061 B ST – Right next to Metro Taquero, they were very excited about our plans. Tom, the manager/owner, gave me a menu to put up.

Rockit Char Grill Burgers & Beers – 1057 B - They were very happy about our plans. I left a card.

Charlotte's Café – 1049 B – I've known the owner, Ron, for 30 years plus. He welcomes us.

Antique Store, next to Vintage Alley, I dropped off a card - Seemed very positive towards us.

Vintage Alley, I talked to Alfred who seemed very positive towards us.

Hadley's Massage - 1029 B St – Grand Opening; I dropped off a card, I was well received.

California Acupuncture Center – 1025 B St - Acupuncture Therapeutic Massage Herbal Care; I dropped off a card and I was welcomed to the neighborhood.

Tea for You - 1033 B – I met the owner/manager Jimmy who welcomed us to the neighborhood while his employee at the counter tried to apply for a job with us.

Tree House & Kin (two apparently separate businesses) 1019 B – restaurant & play area. I dropped cards off at both businesses. The restaurant people very happy, they welcomed us and so did the Kin people who were employees but said they would give my card to the boss.

Aqua E Farina restaurant 22622 Main St – I spoke with Emiliano "E". He was very nice, very happy about us and welcoming. He will be a customer and a friend, I believe. He did voice concern over possible "spillover" of an undesirable sort in front of his restaurant. I said we would have security and would work with him if there were any problems.

Police Station - 22701 Main St – As I was searching for an open/front door a police officer parked his car and headed in so I introduced myself and our business but I failed to make a note of his name. He was very nice, said thanks and that he would let them know inside - I responded that we were looking forward to working with them. I left him a card.

Splash Exclusive Boutique - In the back of 969 B – Antonio runs Splash and spoke with Jimmy, who lives in the building. Both loved us and will be customers & friends.

The Finishing Touch hair & nail salon 965 B - Nancy, the owner, was very interested.

Eden Jewelry & Loan Co – Pawn shop at 22620 Mission (corner Of B & Mission) I asked for the owner and introduced myself to Allen. We had a good conversation and he was welcoming. He seems very up on all the local info including city hall. He introduced me to his big security guard and said that the guard would possibly be available to pick up extra work. He invited me to Snappy's coffee shop, on A St, on the Thursday morning following Thanksgiving to meet Councilman Mark Salinas. Apparently Mark as an informal meet & greet on some Thursdays.

(I did meet Councilman Salinas on 11/29/18 at Snappy's. I introduced myself and chatted with him for a short while. I thought it was good to let him know who we are and what are plans are. He seemed to support a nice, high end establishment like ours.)

Erik's Deli – 971 B – I met Brian, the manager/owner. He used to work in a Cannabis dispensary and we had a good chat. He supports us but said we should be careful with how we run the business which I told him we, of course, would be. He was welcoming and friendly.

Rehab Medical Supply - 826 B – I met Shauna who was every excited about our business. I left a card.

Pete's Coffee 878 B – I met Andrew, the manager/owner. He was warm towards us and welcomed us to the neighborhood.

Dirty Bird Lounge - 926 B – I went in and met Chris, who was opening up. He was friendly and welcoming.

Coffee Bar in the lobby of Dirty Bird - 926 B – Mark is opening here soon. He likes us, welcomed us and will be a customer.

Music Depot – 944 B St – I dropped off a card. He seemed welcoming.

Leather Odyssey – 952 B – I introduced myself to Glen, the owner who was very nice & welcoming. He introduced me to another Glen next door at the Pizza House.

Pizza House – 954 B - Glen, from Brazil, owns the Pizza House. He is planning to move across the street to the old Smith Building. He introduced me to Timothy, who is living above the Pizza House. Timothy is all about the distillates. He is manufacturing and gave me his whole story very quickly. They were both very friendly and welcoming.

L'Amour Shoppe – 22533 Main - Cassandra, the owner/manager, was very friendly & welcoming. She asked about free samples.

Goodyear Tire - 1015 A St – On the corner of A & Main – I talked to the owner. He was very pleasant. Seemed surprised that we could sell marijuana – he didn't seem to know what cannabis was. He was fine with us, he said he did not care what business went in there.

Americana Pizza - 22530 Main – Owner/manager was very pleasant, shook my hand, welcomed me and took my card.

Main St Alterations & Repairs - 22540 Main – Lady hesitantly opened up, smiled at me and took my card. (I'm not sure she understood me.)

Sweet Cupcake Shoppe - 22521 Main St – I introduced myself to the young man & woman who welcomed us and hoped we would keep them in mind for catering any events like our grand opening. Apparently their mother is the boss. They will tell her. I left my card.

Domino's Pizza - 22527 Main – I left my card with the guy working. He was very nice. He will tell the owner.

Funky Monkey – 22554 Main – next to our parking lot. I introduced myself to Jo, the owner, who had heard rumors of us moving in. We chatted for a few minutes. She is primarily concerned about her continuing lease of parking space's from our building owner. I told her we would work with her.

I went into CopyMat & Pacific Copy – both on the corner of Foothill & B across the street from each other. Both were very friendly and were looking for our future printing business needs. I chatted and left cards at both spots. I recall writing notes here as well as other locations. Many businesses were closed and I intend to revisit all of them in the future.

10. Transportation (in response to Public Works Comments 1a-d)

Please find ATTACHED the traffic memorandum requested by the City.

11. Day-to-Day Operations (in response to City Comments from the Hayward Police Department)

How many security guards will your employ and will any of them be armed? At what locations of the business will they be placed? Will the business be hiring these security guards directly or going through a third party?

- We will be hiring our security guards through a third party. We do this for easier compliance with the State of California. We will have 2 NON-armed guards during all operating hours. One guard will always be posted at the customer entrance on the south end of the building. He will be checking ID's of all entering customers as well as monitoring security for the retail lobby and the front of the building. The other guard will be posted mainly on the west side of the building near the Vendor Entrance. He/She will be responsible for monitoring the west side of the building, the private parking lot on the north end of the building as well as escorting distributors to and from their appointments with the Buyer.

Will this business be allowing the sale of medicinal cannabis?

- Yes, we will be selling cannabis to medical patients that have verified medical recommendations.

How will the business ensure all patrons are over the age of 21?

- All customers will have their ID's checked by the front security guard before entering the facility, to ensure they are over the age of 21. Once inside their ID's will be checked a 2nd time by the administrative staff, when they are queued into our POS system.

Will there be a maximum number of patrons allowed in the dispensary at any given time?