

JoAnn Peachey

From: McQueens [REDACTED]
Sent: April 25, 2021 3:53 PM
To: JoAnn Peachey
Subject: 936 to 946 Main St OK Falls

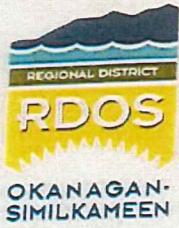
Hello,

I suspect I am early on this but I would like you to know that we support this application. We live on the corner of 10th and Birch, literally a block away. We feel like any business in this village is Welcome. More Jobs!

Thank You for your time.

Bev and Joseph McQueen
[REDACTED]
[REDACTED]
[REDACTED]

ent from [Mail](#) for Windows 10



Feedback Form

Regional District of Okanagan Similkameen

101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen

FILE NO.: D2020.010-LCRB

FROM: Name:

Ken Michayluk
(please print)

Street Address:

[Redacted]

RE: LCRB Application (Cannabis Retail Store Licence)
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

I don't want OK Falls to be a pot destination. focus on more family oriented businesses.

Feedback Forms must be submitted to the Regional District office prior to **April 23, 2021**.
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JoAnn Peachey

From: [REDACTED]
Sent: April 23, 2021 12:52 PM
To: JoAnn Peachey
Subject: 936-946 Main Street, Okanagan Falls

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Mr Peachy

As a business owner and resident I am against the opening of the Marijuana store at the above address .

Mike Arcand
[REDACTED]

Sent from [Mail](#) for Windows 10



Feedback Form

Regional District of Okanagan Similkameen
101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen FILE NO.: D2020.010-LCRB

FROM: Name: Maria Michayluk

Street Address: [REDACTED]

RE: LCRB Application (Cannabis Retail Store Licence)
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments/ concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

I feel Ok Falls has adequate share of market for this industry with the 2 current Cannabis Retail Stores. As a growing community that is trying to attract new residence/businesses we need to be aware of the concerns these type of businesses bring to a community.

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Feedback Form

Regional District of Okanagan Similkameen

101 Martin Street, Penticton, BC, V2A-5J9

Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen

FILE NO.: D2020.010-LCRB

FROM: Name: Douglas Crozier
(please print)

Street Address: [REDACTED]

RE: **LCRB Application (Cannabis Retail Store Licence)**
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

I do not support the proposed Cannabis store at 936-946 Main Street . OK Falls as:

1. There are already 2 non medical Cannabis stores within the small community (under 3700, I believe).
 2. The current 2 stores are already with blocks of each other on the same street and this 3rd proposal and will be within a few blocks of them; all on the same main roadway, namely highway 97 (9th and main street).
 3. Image being presented of OK Falls is a drive through of a strip of cannabis stores and no other commercial storefronts.
 4. Store owners are non local, non community oriented, based out of Toronto.
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JoAnn Peachey

From: Kelly Kask <[REDACTED]>
Sent: April 12, 2021 6:26 AM
To: Planning
Subject: Proposed cannabis retail shop at 936-946 main st in OK Falls

To whom it may concern:

As a resident and building owner in OK Falls we "do not" support this development.

Kelly Kask & Kate McLean



Feedback Form

Regional District of Okanagan Similkameen

OKANAGAN-SIMILKAMEEN

101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen FILE NO.: D2020.010-LCRB

FROM: Name: Ethan Bibalkin and Lauree Lachlan
(please print)

Street Address: [Redacted]

RE: LCRB Application (Cannabis Retail Store Licence)
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

We have nothing against Cannabis sale or use, but we feel 3 Cannabis stores in a community so small is unnecessary. We would prefer to see more diversity in businesses in the community. Visitors may find it odd that we don't have a pub or grocery store, yet have 3 places to buy weed. This could negatively affect how folks view the town. Penticton has 18 stores with a population of 33,761 or 1 store per 3069 people. Ok Falls will have one store per 833 people, based on our small population of 2500. That seems like a difficult situation for this business to be successful. We do want businesses to be successful and feel it would be a better business decision to find a bigger population with less competition. Lauree will be cc'd on this email and is in agreement. If the business is approved we wish them success!

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101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen

FILE NO.: D2020.010-LCRB

FROM: Name:

SHIRLEY YIP

Street Address



RE: LCRB Application (Cannabis Retail Store Licence)
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.


All written submissions will be considered by the Regional District Board

WE NEED TO ENSURE WE SUPPORT
 ANY VIABLE BUSINESS TO PROMOTE GROWTH
 AND THE ECONOMY IN OUR TOWN
 IF JOBS ARE CREATED I AM IN
 FAVOUR OF THAT AS WELL!

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Esha Randhawa
Green Light Cannabis



Re: Retail Cannabis Store Application
ERBN Green Cannabis Company Inc.
936 & 946 Main Street
Okanagan Falls, BC
VOH 1R0

To Whom It May Concern:

My name is Esha Randhawa and I am the owner of Green Light Cannabis located at 5212 9th Ave, Okanagan Falls. I would like to formally submit my concerns and express my opposition for the proposed cannabis store, ERBN Green Cannabis Company, at 936 & 946 Main Street, Okanagan Falls, BC.

As one of the provincially licensed cannabis stores in Okanagan Falls, I am learning that it is particularly challenging to ensure the business is viable. The "legacy" market is quite prominent in OK Falls and with the CSU and the police doing very little to shut these operations down, the legacy market is thriving here. Also, we are merely 15 minutes away from Oliver and Penticton on both sides where Indigenous Bloom and Skaha Cannabis both offer extremely low prices and higher concentrations of THC in their products as they are both unregulated.

As a provincially licensed Retail Cannabis Store, Green Light Cannabis has followed all the requirements right down to the very last detail to ensure we would be an asset to the community instead of a liability. It took us almost 2 full years to become licensed and open our doors. We respected the wishes of RDOS and the province throughout this entire process. However, as a licensed store, we face struggles on a provincial level as well as on a local level.

In the bigger pictures, licensed stores are limited in the concentration of THC in the products they carry. This proves to be a barrier for customers who were using cannabis prior to legalization. Also, we are not able to offer the same low prices as the legacy market or the unregulated stores on First Nations lands as our prices are set by the LCRB. Furthermore, taxation of the cannabis products, specifically the 20% vape tax applied to all vape products and accessories, forces consumers to rely on other markets instead of the legal market. Thus, from the provincial standpoint, it has become exceedingly difficult for us to attract business from pre-legalization consumers.

If a third retail cannabis store is approved in a community of 2500 people, we will surely have to close our doors. This would result in my 5 current employees being without work during a pandemic. Just for perspective, Summerland has a population of 11,615 and currently has 2 stores (equivalent to 1 store for 5808 people), with ERBN also submitting an application to be the 3rd store there. Penticton has a population of 33,000 with 9 licensed stores currently operational (equivalent to 1 store for

3667 people). If ERBN is approved in Okanagan Falls that would be equivalent to 833 people for each store. I hope you can see that we will be unable to compete.

While I do agree that competition can lead to better business, I believe that is not the case here. The retail cannabis industry is still in its infancy and there is still much to learn through all levels of regulations from federal, to provincial, to municipal, and down to each individual store. Okanagan Falls does not have the capacity to support 3 licensed retail cannabis stores amongst the legacy market; which is still thriving. I would like to be given an honest chance to truly thrive through all adversities before the market share is diluted further.

As you know, we are a local family trying our absolute best to contribute to the revitalization and beautification of Okanagan Falls. In fact, just last month we personally purchased the empty lot at 5208 9th Ave with intentions of turning the vacant lot into a new, combined commercial and residential space. Our original plans include incorporating 1-2 commercial spaces and 3-4 residential spaces above. Not only would this have made the downtown core more beautiful, but we would have been in the position to create more jobs for local residents. I had arranged for the surveyor to come in this week so that I can start that project as soon as possible, but now I am having reservations as my efforts will be focused on trying to keep Green Light Cannabis' doors open. If ERBN is approved, then I simply will not be able to afford to develop 5208 9th Ave at that point, and thus I may not be able to develop that space for years to come.

As a small business owner, my goal is to thrive in OK Falls and help kickstart the local economy. The current, extremely limited, legal market share of people purchasing locally and from a licensed store would be split even further. With Okanagan Falls not yet having a grocery store, most residents make the trip in either direction for essentials where 4 more stores have opened their doors (2 licensed, 2 on First Nations land) which again has already had an impact on our market share. If you were to approve ERBN, it would greatly put my business in jeopardy, and I fear I may not be able to compete with another licensed cannabis store. I would love to be given the opportunity to truly succeed before you consider approving yet another cannabis store.

Further to this, I fear that even if the planning committee denies the application for a third retail cannabis store in Okanagan Falls, that all RDOS will still approve ERBN as the LCRB has provided a referral. ERBN is a corporation out of Ontario with stores on Dundas & Bathurst and one on Young St; the busiest areas of downtown Toronto, not to mention they also have 3 stores in Alberta and an application in Summerland. These stores will give ERBN the financial security they need to support their Okanagan Falls store until they are the last ones left. Unfortunately, we do not have the corporate funding to fight that battle. We have already seen multiple situations where corporate mongers will open their doors next to small businesses in West Kelowna, Penticton and Lake country with the intention of undercutting the competition until they simply cannot afford to compete. Where it currently stands, our margin for products is significantly lower than other industries such as pharmacies, liquor stores, and convenience stores.

I am a young, female entrepreneur who was born and raised in the South Okanagan and I am doing everything I possibly can to stay afloat and one day hopefully thrive. If RDOS approves ERBN, you will be losing someone who is committed to Okanagan Falls and building our future.

I further implore you to explore capping the total number of retail cannabis stores in OK Falls to a maximum of 2 licensed retail cannabis stores given the population of 2500. This will allow the 2 current stores the opportunity to lay down roots and become successful, or not, depending on the demand of the community. I would hate to be washed out by a corporate giant without having the opportunity to give Okanagan Falls everything I possibly can.

Based on the various challenges from all levels, I would like RDOS to note that I am opposed to the approval of a third retail cannabis store in OK Falls. Please do not hesitate to contact me if you have any questions or concerns, or if you would like to discuss anything further.

Sincerely,

Esha Randhawa

Owner & CEO, Green Light Cannabis

JoAnn Peachey

From: Lois Ronnie [REDACTED]
Sent: March 18, 2021 9:42 AM
To: Planning
Subject: Re: Cannabis Retailer

On Wed, Mar 17, 2021 at 4:52 PM Lois Ronnie <lronnie@telus.net> wrote:

It has recently become apparent that Okanagan Falls is being considered for another Cannabis retailer. This is getting ridiculous, our small population of seniors and families certainly do not need three cannabis stores and two or three liquor stores. And yet no place to buy the necessary groceries with out driving to Penticton or Oliver. It makes one wonder if those in charge of approving applications are on the take?

We would like to express an opinion on the frequency of break ins and general thievery in our small town, and wonder about the relationship between drugs, homelessness and these occurrences?

Anyway, is there a place to register our opposition to this new application?

Thank you,

Robert & Lois Ronnie
Okanagan Falls

Sent from my iPad

JoAnn Peachey

From: Barbara Price <[REDACTED]>
Sent: March 17, 2021 2:55 PM
To: Planning
Subject: cannabis store application for OK Falls

Follow Up Flag: Follow up
Flag Status: Flagged

Dear Sir,

I am not sure if anyone has bothered to register their complaints to the RDOS regarding the application to open another store selling cannabis in our small town of about 1700-1800 people. In all fairness I can't complain later if I don't make mention of it now in the application process.

OK Falls has 2 stores at this time selling cannabis, and less than 10 minutes up the road in Gallagher's there are another three stores. I would think at this time, along with the stores in Penticton we are adequately supplied in this area.

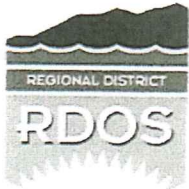
At one time people would make their way to OK Falls for the park, ice cream and the outdoor market. With business falling off in many areas and leaving town it is very sad to see cannabis stores taking up the slack. We have a severe problem in town with residential theft, motivated by en-large by an active drug taking population.

Being on the edge of the district Penticton police do not visit the town often enough to dent the issues we are going through as Penticton obviously has to be their priority, we have to face a lot of fall out ourselves.

As locals we are trying to reinvent ourselves as being a great place to live and raise a family, having so many stores closed and 'pot' shops popping up is certainly not helping our endeavours, we don't want to be a two 'stop' town...ice cream and cannabis, at least not before we have a grocery store.

Anyways thank you for listening to my concerns, I realize everyone needs to make a living but I do ask that as our 'overseer' so to speak you will closely think about the quality of life of those who are committed to living in Okanagan Falls, and the ongoing unlawful issues we already have to suffer due to a certain sector in the neighbourhood

Sincerely
Barbara Price



Feedback Form

OKANAGAN-SIMILKAMEEN

Regional District of Okanagan Similkameen

101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

TO: Regional District of Okanagan Similkameen

FILE NO.: D2020.010-LCRB

FROM: Name:

Pat Trainor

(please print)

Street Address:



RE: **LCRB Application (Cannabis Retail Store Licence)**
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

- I do support the proposed cannabis retail store licence at 936-946 Main Street.
- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

Already 2 Cannabis Retailers. Need Diversity.
TOO MUCH TRAFFIC ON MAIN + FEEDERS.
PROXIMITY TO KIDS GOING TO SCHOOL.

RECEIVED
Regional District

APR 23 2021

101 Martin Street
Penticton BC V2A 5J9

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Feedback Form

RECEIVED
Regional District

APR 22 2021

OKANAGAN-SIMILKAMEEN

Regional District of Okanagan Similkameen

101 Martin Street, Penticton, BC, V2A-5J9
Tel: 250-492-0237 / Email: planning@rdos.bc.ca

101 Martin Street
Penticton BC V2A 5J9

TO: Regional District of Okanagan Similkameen FILE NO.: D2020.010-LCRB

FROM: Name: Holly Trainer
(please print)

Street Address: [Redacted]

VOH 1120

RE: LCRB Application (Cannabis Retail Store Licence)
936-946 Main Street, Okanagan Falls, Electoral Area "D"

My comments / concerns are:

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- I do support the proposed cannabis retail store licence at 936-946 Main Street, subject to the comments listed below.
- I do not support the proposed cannabis retail store licence at 936-946 Main Street.

All written submissions will be considered by the Regional District Board

My personal opinion is we have 2 stores already and this location is too close to a school. It's not set up for safe parking on the main drag; near the school cross walk where we already have safety issues.

Holly Trainer

Also worried about bringing in people who might be more likely to commit crimes & petty theft.

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April 20, 2021

Greetings, JoAnn Peachey,

Regarding the application for a liquor & cannabis retail stores within a existing commerce building. 936 & 946 Main Street LOT 15, BLOCK 17, PLAN KAP4 District Lot 374, SDYD.

Too close to the Okanagan Falls, Elementary school crosswalk 10th & Hwy 97.

Garbage from cannabis wrapping, vapour etc.

Parking is another issue

We already have 2 liquor stores plus 2 cannabis stores

I do not need or want a liquor & cannabis stores right next door to me (38 yrs living here)

I need & want my retirement yrs. to be peaceful & quiet 31 yrs with Okanagan Falls, Elementary school (crossing guard, recess & noon hour supervisor) Retire June 25, 2020. Truly sorry for the inappropriate word I use about the man who just purchased cannabis from the illegal cannabis store at 946 Main Street 2016-2017.

RECEIVED
Regional District

APR 21 2021

101 Martin Street
Penticton BC V2A 5J9

Sincerely,

Ms. Rose Leah

Lauri Feindell

Subject: FW: 936 and 946 main street okanagan falls

From: Phil Schnell
Sent: June 19, 2021 9:45 AM
To: Planning <planning@rdos.bc.ca>
Subject: 936 and 946 main street okanagan falls

My concerns against this proposal.

As the business directly to the north of this proposal and the nature of the business being proposed our parking would be none existent.

We already have a liquor store to the north of us buying alcohol at a high rate. They are always parking in front of our store.

We have a simple business and barely make ends meet. With a pot store to the south I feel we will have to sell and maybe take legal action.

There is also a driveway to the south and to the north of our property that affects our parking. A couple years ago they put up no parking signs across the street. That's the parking issue.

Now my concern for this town's image. We already have three liquor stores in town and two pot stores, not much else. I think the town and its business owners would like to see more productive and down to earth business in the area. The attraction to come to this town should not be getting drunk and high. Three liquor stores and two pot stores is already half of the retail businesses in this town no more needed thanks.

--
Phil Schnell

Esha Randhawa
Green Light Cannabis
5212 9th Ave
Okanagan Falls, BC

Re: Retail Cannabis Store Application
ERBN Green Cannabis Company Inc.
936 & 946 Main Street
Okanagan Falls, BC

To Whom It May Concern:

I would like to express my opposition to the proposed cannabis store ERBN in Okanagan Falls. I have previously submitted a letter detailing many reasons how this would jeopardize my current business in Okanagan Falls and the future development of the vacant lot at 5208 9th Ave. I would like to re-iterate my concerns and outline new information for RDOS and the Planning Committee to consider.

- 1) With a population of just 2,500 people, Okanagan Falls does not have the capacity to support a 3rd retail cannabis store. With 3 stores, this would equate to 833 people/store assuming every person in Okanagan Falls is of legal age and chooses to consume legal cannabis.
 - a. Penticton: Population 33,000/9 operational licensed stores = 3667 people/store
 - b. Summerland: Population 11,615/2 operation licensed stores = 5808 people/store
- 2) Competition does not lead to better business in all cases. ERBN is an out-of-province corporation that only sees Okanagan Falls as an opportunity to make money without being truly invested in the well-being and revitalization of the community. ERBN is in a financial position to undercut the 2 existing cannabis stores until they are the last store standing. At that point, ERBN will be able to inflate their prices with no other store to regulate the market; this is not "better business". You would be replacing a local family, with connections to OK Falls since 1967, with a corporation – I don't think this preserves the beauty and experience of our community.
- 3) In Toronto, each retail cannabis store did, on average, \$217,357.50 worth of sales in January 2021 (which is normally a slower month in the retail world) according to the Cannabis Retailer. Given that ERBN has 2 locations in downtown Toronto, they made ~ \$434,715 worth of sales in January alone; this would equate to \$5.2+ million of sales per year. This puts them in a position to bully both cannabis stores in OK Falls out of business. These figures are not taking into account ERBN's additional stores in Alberta.
 - a. Toronto made \$38.9 million in January 2021
 - b. Vancouver made a mere \$12.1 million in January 2021 – The BC market as a whole is clearly struggling and is behind the rest of the country.
- 4) Communities in Ontario are struggling due to the provincial guidelines preventing municipalities from limiting retail cannabis stores to particular areas or capping the number of stores allowed in a community. This leads to cities like Mississauga (population ~700,000) opting out of having any stores at all. This lack of regulation also allows cannabis stores to open next to each other

and take over entire streets. In BC, it is important municipalities exercise their rights to regulate the location and number of stores in a community. With the second cannabis store being merely 220 meters away from Green Light Cannabis we already have 2 stores within the same block. If approved, ERBN would be less than 300 meters away from Green Light Cannabis in the other direction. I do not think it is in the best interest of Okanagan Falls, or the existing cannabis stores, to have a 3rd cannabis store that close.

- a. The number of retail cannabis stores approved in Okanagan Falls needs to be capped at 2 stores.
- 5) ERBN claims to provide an “elevated” experience and that they will be able to provide assistance in pain management as well as other medical conditions. I would like to re-iterate that I am a practicing Pharmacy Manager in Penticton and am far more qualified than the average budtender to provide medical advice for the use of cannabis in various ailments. I hope those members of the community who choose to use cannabis for various medical conditions, reach out to myself, their own pharmacist, their physicians, or other health care providers as there can be interactions between commonly prescribed medications and cannabis.
- 6) My family has purchased the vacant lot at 5208 9th Ave. with the intention to develop the property into 1 or 2 commercial spaces below and 3 to 4 residential units above. We are genuinely invested in OK Falls and want to contribute to the revitalization and beautification of the community. If Green Light Cannabis is bullied out of business by a 3rd cannabis store in OK Falls, we may no longer be in the position to develop the property for years to come.
- 7) Having diverse businesses that can appeal to people from a wide background is essential to the revitalization of OK Falls. A 3rd cannabis store will not contribute to the betterment of the community as we already have 2 great options for those who choose to consume cannabis.

It is imperative that RDOS take all of these points into consideration for the long-term benefit of the community. Just because an application meets the bare minimum requirements originally set out by the Province of BC or municipalities, does not mean the business is in the best interest of Okanagan Falls. We are 2.5 years into legalization, and we have all been learning how to navigate this new industry; it is important to adapt and make changes to policies as we grow. Thus, Okanagan Falls needs to cap the number of retail cannabis stores in the area to 2 stores.

Sincerely,

Esha Randhawa

Owner & CEO, Green Light Cannabis Inc.

Esha Randhawa
Green Light Cannabis
5212 9th Ave
Okanagan Falls, BC

Re: Retail Cannabis Store Application
ERBN Green Cannabis Company Inc.
936 & 946 Main Street
Okanagan Falls, BC

Dear Counsellors,

I would like to express my opposition to the proposed cannabis store ERBN in Okanagan Falls. I am truly honoured by the local support of the OK Falls community. We are often told how happy locals are that we are here in town. They are even more happy when they hear our story and learn about our local connection and commitment to this community. Many of our customers also comment that they would be extremely disappointed if another cannabis store were to be approved. I am not sure if members of the community will express this concern to you, so I feel it is my responsibility to at least pass the message on.

As a small business owner, my goal is to thrive in OK Falls and help maintain the local economy. If you were to approve another store, it would greatly put my business in jeopardy, and I fear I may not be able to compete with yet another licensed cannabis store. The current, extremely limited, legal market share of people purchasing locally and from a licensed store would be split even further. I would love to be given the opportunity to truly thrive before you consider approving another cannabis store.

- 1) With a population of just 2,500 people, Okanagan Falls does not have the capacity to support a 3rd retail cannabis store. With 3 stores, this would equate to 833 people/store assuming every person in Okanagan Falls is of legal age and chooses to consume **legal** cannabis.
 - a. Penticton: Population 33,000/9 operational licensed stores = 3667 people/store
 - b. Summerland: Population 11,615/2 operation licensed stores = 5808 people/store

If a third retail cannabis store is approved in a community of 2500 people, we will surely have to close our doors. This would result in my 5 current employees being without work. I implore you to explore capping the total number of retail cannabis stores in OK Falls to a maximum of 2 licensed retail cannabis stores given the population of 2500. This will allow the 2 current stores the opportunity to lay down roots and become successful, or not, depending on the demand of the community. We would hate to be washed out by a corporate giant without having the opportunity to give Okanagan Falls everything we possibly can.

- 2) Competition does not lead to better business in all cases. ERBN is an out-of-province corporation that only sees Okanagan Falls as an opportunity to make money without being truly invested in the well-being and revitalization of the community. With multiple stores in Toronto, other areas in Ontario and Alberta, ERBN is in a financial position to undercut the 2 existing cannabis stores until they are the last store standing. At that point, ERBN will be able to inflate

their prices with no other store to regulate the market; this is not “better business”. You would be replacing a local family, with connections to OK Falls since 1967, with a corporation – I don’t think this preserves the beauty and experience of our community. The retail cannabis industry is still in its infancy and there is still much to learn through all levels of regulations from federal, to provincial, to municipal, and down to each individual store. I would like to be given an honest chance to truly thrive through all adversities before the market share is diluted further.

I am learning that it is particularly challenging to ensure the business is viable. The “legacy” market is quite prominent in OK Falls and with the CSU unable to shut these operations down, the legacy market is thriving here. Also, we are merely 15 minutes away from Oliver and Penticton on both sides where Indigenous Bloom offers extremely low prices and higher concentrations of THC in their products as they too are unregulated. Additionally, Skaha Cannabis on Airport Road in Penticton provides customers with low prices and high THC concentrations for the same reasons. In the bigger picture, licensed stores are limited in the concentration of THC in the products they carry. This proves to be a barrier for customers who were using cannabis prior to legalization. Also, we are not able to offer the same low prices as the legacy market or the unregulated stores on First Nations lands as our prices are set by the LCRB. Furthermore, taxation of the cannabis products, specifically the 20% vape tax applied to all vape products and accessories, forces consumers to rely on other markets instead of the legal market. Thus, from the provincial standpoint, it has become exceedingly difficult for us to attract business from pre-legalization consumers.

- 3) Communities in Ontario are struggling due to the provincial guidelines preventing municipalities from limiting retail cannabis stores to particular areas or capping the number of stores allowed in a community. This leads to cities like Mississauga (population ~828,854) opting out of having any stores at all. This lack of regulation also allows cannabis stores to open next to each other and take over entire streets. In BC, it is important municipalities exercise their rights to regulate the location and number of stores in a community. With the second cannabis store being only 220 meters away from Green Light Cannabis there are already 2 stores within the same block. If approved, ERBN would be less than 300 meters away from Green Light Cannabis in the other direction. I do not think it is in the best interest of Okanagan Falls, or the existing cannabis stores, to have a 3rd cannabis store that close.
- 4) ERBN claims to provide an “elevated” experience and that they will be able to provide assistance in pain management as well as other medical conditions. I would like to re-iterate that I am a practicing Pharmacy Manager in Penticton and am far more qualified than the average budtender to provide medical advice for the use of cannabis in various ailments. I hope those members of the community who choose to use cannabis for various medical conditions, reach out to myself, their own pharmacist, their physicians, or other health care providers as there can be interactions between commonly prescribed medications and cannabis.
- 5) As some of you know, we are a local family trying our absolute best to contribute to the revitalization of Okanagan Falls. In fact, just a few months ago we personally purchased the empty lot at 5208 9th Ave with intentions of turning the vacant lot into a new, combined

commercial and residential space. Our original plans include incorporating 1-2 commercial spaces and 3-4 residential spaces above. Not only would this have made the downtown core more beautiful, but we would have been in the position to create more jobs for local residents. I had arranged for the surveyor to come in this week so that I can start that project as soon as possible, I am having reservations as my efforts will be focused on trying to keep Green Light Cannabis' doors open. If ERBN is approved, then I may not be able to afford to develop 5208 9th Ave at that point, and thus I may not be able to develop that space for years to come, which would be a shame as we are genuinely and personally interested in the beautification of OK Falls.

Locally, OK Falls residents are forced to go into Penticton or Oliver for groceries and other necessities and thus they can purchase their cannabis products at both unregulated and regulated stores in those communities. Due to covid-19, tourism has been lower than usual this year and while we were initially depending on the success of our summer months to carry us through the slower winter months, we have not been able to financially secure ourselves this year. It has been challenging to make ends meet for Green Light Cannabis this year. Fortunately, after in-depth scrutiny by the government, I was able to qualify for the small business covid-19 loan and am therefore able to ensure that my doors remain open.

Further to this, I fear that even if the planning committee denies the application for a third retail cannabis store in Okanagan Falls, that all RDOS will still approve ERBN as the LCRB has provided a referral. ERBN is a corporation out of Ontario with stores on Dundas & Bathurst and one on Young St; the busiest areas of Toronto, they also have 3 stores in Alberta and an application in Summerland. These stores will give ERBN the financial security they need to support their Okanagan Falls store until they are the last ones left. Unfortunately, we do not have the corporate funding to fight that battle. We have already seen multiple situations where corporate mongers will open their doors next to small businesses in West Kelowna, Penticton and Lake country with the intention of undercutting the competition until they simply cannot afford to compete. Where is currently stands, our margin for products is significantly lower than other industries such as pharmacies, liquor stores, and convenience stores.

It is imperative that RDOS take all these points into consideration for the long-term benefit of the community. Just because an application meets the bare minimum requirements originally set out by the Province of BC or municipalities, does not mean the business is in the best interest of Okanagan Falls. We are 2.5 years into legalization, and we have all been learning how to navigate this new industry; it is important to adapt and make changes to policies as we grow.

Please do not hesitate to contact me if you have any questions or concerns, or if you would like to discuss anything further.

Sincerely,

Esha Randhawa

