



CBN Holdings Inc.

Constellation Holdings LLC dba Cannabis Nation

56789 Lunar Dr, Bend OR, 97707

7/22/21

Dear Deschutes County Planning Commision,

This testimony is being provided for the hearing being discussed today regarding the code change extending the hours for Cannabis Retailers. I have provided a letter and testimony in December of 2020 and February of 2021, and today's comments will echo those for the record. My name is Matt Hurt, and I am the Chief Operating Officer for CBN Holdings, and the Cannabis Nation family of entities. We have been operating our dispensary in rural Deschutes County since opening in June of 2018. It has been a pleasure to serve our customers in the Sunriver community and Deschutes County for the last few years.

I write this today to show my support for the proposed change to Deschutes County Code 18.116.330(C)(1). This change would extend the current hours of operation for retail marijuana dispensaries allowed by the County (currently 9a.m. to 7p.m.) to OLCC allowed hours of 7am to 10pm. We find ourselves at a large competitive disadvantage with surrounding areas that fall within city limits and therefore city code, meaning different hours. Currently we are one of two operating dispensaries in Deschutes County that must comply with the restricted hours of operation set forth in DCC 18.116.330. All other stores have the freedom to operate under the hours set by the OLCC, 7a.m. to 10p.m.

You can imagine this puts us in a tough place, not only in terms of revenue lost, but also in serving our local community, and maximizing employment opportunities. I will describe each briefly.

- Our Seaside location had a similar hour extension in 2019 and saw increased sales and customers in the new hours. That location opened for an additional hour (1) in the morning and 2 hours in the evening. Earlier this year, we saw an average of 24 customers daily which translates to \$936 in revenue spent per day in hours that were not previously available. This is revenue that might have come in during the previous hours without the extension, but the numbers do show that given the opportunity customers will shop in the extended periods.
- We routinely have customers arriving at the Sunriver store prior to opening or just after closing that we must turn away. Many of these lost customers are locals that get home from work past 7p.m. or tourist that are unfamiliar with the restricted hours of the DCC. These customers must then drive 15 minutes to the nearest dispensary in Bend or LaPine. These are not just recreational users, but also medical patients who use cannabis for numerous conditions. This hurts our customer retention/loyalty for locals, and is a direct loss of revenue from tourist who in all likelihood will not return and source their products elsewhere.
- We currently have 8 employees at our Sunriver location. Extending our hours would require (up to) 35 hours of additional operational time weekly, which would require another 100 hours of staffing (assuming 2-3 employees working those shifts). This would give us the ability to hire 2-3 additional employees. In addition, we would need to promote 1-2 current employees to Team Lead / Key Holder positions. While this is not a huge increase, any additional employment opportunities would be welcome in the community.

I want to thank the Planning Commission, the Board of County Commissioners as well as everyone at Deschutes County for taking the time to address and update this code and give us the opportunity to fully serve the community and maximize our employment opportunities. I look forward to working with the County in the years to come.

Sincerely,



Matt Hurt

COO, CBN Holdings Inc

