

Hello Board of Supervisors,

I'm writing to state that I greatly oppose the referendum you are discussing tomorrow and hope that you do not adopt it. The proposed phase 3 legislation the Board has worked tirelessly on is much better than the referendum which is based upon falsehoods and myths.

Unfortunately, another truly pressing topic that needs attention that affects the cannabis industry in Mendocino County and County economy and wellbeing as a whole is the current status of the cannabis market. Since the end of August, average price per pound has plummeted to below \$700 a pound for the best of sun-grown product. This will drop even further as large quantities enter the market over the next few months. My distributor told me in one week product they were able to achieve \$1000 a pound for quickly became \$600, and product left from 2020 or not too high in quality is not selling at all (which is at least 80% of product).

This is very alarming. Many cultivators in this county have been expressing that they can no longer stay in business and will not even have enough funds to begin operations for next season even if they broke even this year. Even the most professional and well organized and known farmers in this area that produce some of the better or best product have been telling me they are calling it quits. This is an extremely dangerous situation for mental health, property values, our cannabis licensing infrastructure, and economics as a whole. This is a state of emergency. People have already been exhausted and gone through a tremendous amount of stress the last two years with the COVID-19 pandemic and wildfires this can be the straw that breaks the camel's back in this county. I am not sure if this is on the county's radar, and felt obligated to bring this to attention as we enter the bulk harvest season.

I wish I knew some solutions off-hand other than providing some tax relief or temporary fee adjustments, but we also cannot just say there is nothing that can be done. This is so serious I would suggest making sure there is enough security for county staff and board meetings, because unfortunately and wrongly they get blamed for individual's shortcomings with myths and falsehoods. I implore you to speak to distributors in this county to assess and perhaps create an AD HOC board to address this somehow. I hope that I am overreacting, but if I am not this will be more than just some farms going up for sale.

Thank you for reading my comment and I will not take up more of your time. I am still processing these current market conditions and gratefully I have some economical diversification, yet I still feel the burn and shock. My heart truly goes out to those who this is their only means of income and well being.

Thank you,

Steven Amato Jr.