

First let me say how impressed was I by the planning board commissioners in taking public comment and deliberating on both the facilities ordinance and proposed Phase 3 cannabis ordinance. I am grateful these thoughtful people are serving on our board.

Two recommendations follow their deliberations:

1. Their recommendation to notify adjoining landowners to a parcel that is applying for a use permit is excellent. The **current 300 feet is useless**: Most rural folks live farther apart.

2. IT IS CRITICAL that further expertise be gathered to determine the amount of land that can be cultivated in any given zoning district. While I agree with PBC chair Pernell that 1 acre per parcel should be the maximum in any zoning district, it's clear that commissioners were simply throwing out numbers and percentages without any solid information to back up their recommendations. You need to bring in one or more of the **knowledgeable experts from the Hopland Field Station** and others who have studied the land in Mendocino County and can provide solid information that you can base your decisions upon.

All this said, however, the commissioners' recommendations do not address the issue of **black market growers that Sheriff Kendall and others said must be addressed in Mendocino County before ANY expansion should be considered**. Sheriff Kendall believes the overwhelming majority of pot is grown on the black market and can put permitted businesses out of business. The carrot and stick approach of bringing black market growers into compliance must become your number one priority: completing outstanding permit applications and massively stepping up warnings, eradication and fines for black market growers. You must address this issue that supports an ugly and destructive drug culture in Mendocino County and is making so many of your law-abiding, non-growing citizens miserable, desperate for assistance, and in some cases violent.

Finally, note this letter I received. It makes me sick to my stomach.



Dear Mendocino County Land Owner,

This is Tony Ford and Paul Walia. We are real estate professionals with Compass based out of Hopland, CA. Together we have a combined experience of 21 years of selling real estate in Mendocino County and half a billion dollars in sales.

We are contacting you with a matter of importance regarding land values and the potential phase 3 cannabis ordinance currently being worked on by the County of Mendocino. Within the last 45 days, there has been a spike in demand for land, and numerous ranches north of \$2M have gone into escrow. Personally, we have put 5 ranch/vineyard properties in excess of \$20 million into escrow within the last 30 days. Buyers are a mix of local cultivators and out of California investors.

As you may or may not be aware, land permissible for cannabis is in high demand. Although there is no clear path for cannabis cultivators at the moment, it seems many buyers are speculating on beating the street for quality agricultural/rangeland assets. The price of cannabis is at a 5 year high, and this commodity value is driving real estate prices up hundreds of thousands to millions of dollars.

Many restrictions can apply as to whether or not your property is potentially permissible. We work closely with cannabis consultants and offer free consulting services to help identify the highest and best value for all of our real estate clients.

If you would like to know more about what is going on with land prices based on cannabis influences and the current demand for Mendocino County property, please do not hesitate to reach out.

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COMPASS

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