

Hello, my name is Jenn Gray and I am writing this letter to show my support of the phase 3 ordinance. I was born and raised in Mendocino County and I still live here. I have a licensed farm in Mendocino County, I currently work for Mendocino Grasslands which is a cannabis brand and farm in Mendocino County, and I was an employee at Flow Kana for two and a half years. I am a legacy farmer and I want to see the cannabis cultivators of Mendocino County succeed.

I am concerned that if we do not pass this ordinance that we will miss the boat on being able to brand Mendocino county as a producer of the world's best cannabis. This is the last industry that our county has available to us; fishing and timber are no longer viable options due to lack of resources. The wine industry never really got off the ground for Mendocino County due to lack of branding ourselves as an area that produces fine wines. And now we have an opportunity to become a destination for cannabis tourism but if we do not seize this moment and allow our cannabis companies to expand like the rest of California we will be left behind. Again.

Mendocino County does not control the market price in the state of California and with so many other counties already allowing acres of production we run the risk of putting our cultivators out of business if we do not expand with the rest of the state. I used to work at Flow Kana and now work at Mendocino Grasslands where we have launched our own brand so I know the costs of putting a brand on the shelves and the return is much lower than what most farms are currently receiving for most of their product. I also know that most distribution companies have been purchasing product at a much higher price than what is profitable for them and they have been losing money just to keep their brand on the shelves because the price has been kept artificially high by the illicit market.

I predict that we will eventually see the market balance out and through that the price will drop as low as \$500 per lb. I have created a calculator for my farm that breaks down all of the costs and taxes for cultivating, harvesting and selling the product and for my 10,000 square foot farm. I have run the numbers and if the price drops down to \$500.00 per lb we will need to produce 1000 lbs just for my farm to break even.

I know that there are a lot of concerns from the community about the environment being damaged if cannabis farms are allowed to expand. I understand that people fear the unknown but I have had a licensed farm since 2016 and from what I have learned there are not many if any other industries that are regulated environmentally to the degree the cannabis farms are. We are not allowed to pull water out of creeks or rivers even if there are water rights associated with the property and we cannot use springs to irrigate our crops. Our water sources are reviewed by CDFW and the State Water Resources Control Board to ensure that they are not onstream or too close to a stream. And then once the cannabis is harvested, the flower and manufactured goods all have to be tested for over 60 different pesticides before entering the legal market. I have heard people say that cannabis in California has to be cleaner than baby food.

Thank you all for taking the time to read my thoughts on the matter.