

### SLO County Cannabis Retail Data

#### CANNABIS SALES TAX REVENUE BY CITY

	FY '20-'21	FY '21-'22	FY '22-'23	FY '23-'24	FY '24-'25
<b>S.L.O.</b>	\$844,939	\$998,874	\$1,127,744	\$1,116,495	\$713,841*
<b>GROVER BEACH</b>	\$1,936,729	\$2,424,900	\$1,515,600	\$1,198,037	\$1,066,489
<b>MORRO BAY</b>	\$220,353	\$512,944	\$502,149	\$469,133	\$536,185

\*The City of San Luis Obispo's FY '24-'25 revenue reflects the first three quarters of the fiscal year. They expect audited fiscal year cannabis tax revenue to be approximately \$1 to \$1.1 million.

#### OPERATING FEES AND TAXES BY CITY

	SAN LUIS OBISPO	GROVER BEACH	MORRO BAY
<b>Number of retail storefronts</b>	2	4	2
<b>Allowed storefronts</b>	3	4	2
<b>Sales tax percent</b>	6%	5%	5%
<b>Licensing fees</b>			
<b>Operator Permit</b>	\$26,537	\$500	\$10,416
<b>Use Permit</b>	\$11,260	Existing Structure: \$2500 New Structure: \$4000	\$15,990
<b>Annual Fees</b>	\$52,212	\$25,000	\$6,102

#### SALES TO NORTH COUNTY RESIDENTS BY STOREFRONT

		Sales to Atascadero Residents	Sales to North County Residents
<b>SAN LUIS OBISPO</b>	<b>Megan's Organic Market</b>	15%	40%
	<b>SLO Cal Roots</b>	A "meaningful" percentage of receipts and "steady demand."	
<b>GROVER BEACH</b>	<b>SLO Cal Roots</b>		
	<b>Urbn Leaf</b>	Not for public release	Not for public release
	<b>Natural Healing Center</b>	Not for public release	Not for public release
	<b>Catalyst</b>	Not for public release	Not for public release
<b>MORRO BAY</b>	<b>Natural Healing Center</b>	Not for public release	Not for public release
	<b>Perfect Union</b>	+/-10%	+/-27%

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### ZONING REQUIREMENTS BY CITY

	SAN LUIS OBISPO	GROVER BEACH	MORRO BAY
<b>Zoning</b>	Only allowed within a cannabis business overlay zone (CBZ).	Only allowed in industrial zones.	Only allowed in two commercial zones – analogous to Atascadero’s DC and CPK zones – and the City’s general industrial zone.
<b>Additional Location Limits*</b>	Must front an arterial. Must be 1,000 feet from any school, playground, or other cannabis storefront, 600 feet from any day care, and 300 feet from any residence located within the CBZ.	Must be 100 feet from residential zones.	Must be 600 feet from day cares and youth centers. Must be 100 feet from any other retail cannabis site.
<b>Approval Process</b>	Requires a use permit and commercial cannabis permit. The cannabis permit process uses a merit criteria system where applicants are scored on community benefits, competitive wage practices, financial ability, cannabis business experience, responsible cannabis use messaging, and site ownership.	Allowed with approval of a use permit and commercial cannabis permit. City Manager review required for final approval.	Uses a 3-step process: 1. Review by the Community Development Director for compliance with State and local law. 2. Review by the cannabis permit committee under a merit-based scoring system similar to San Luis Obispo. 3. City Manager review.
<b>Exterior Signage</b>	No oversized or noncompliant signage (i.e., no exception process). No cannabis plant imagery on signs.	Signage cannot obstruct storefront entrance, cameras, or windows.	
<b>Hours of Operation</b>	7:00 a.m. to 9:00 p.m.	9:00 a.m. to 7:00 p.m. Hours may be extended to 7:00 a.m. to 9:00 p.m. subject to	8:00 a.m. to 9:00 p.m.

