

Abundant Investments, LLC

**1031 N. El Camino Real
PLN 190008**

**Tuesday, November 17, 2020
Monterey County Board of Supervisors**

Proposed Location Concept



Location



Location

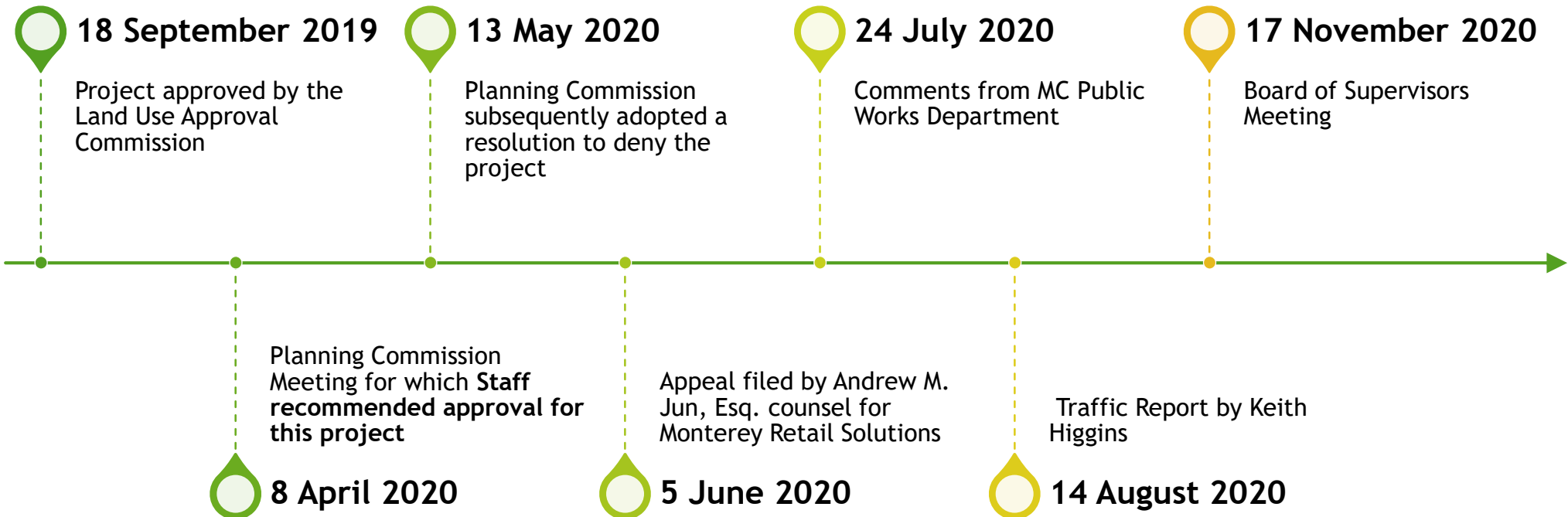
Abundant Investments Site

Legend

📍 1031 El Camino Real



Events Leading to Today's Hearing



4-8-2020 Planning Commission Meeting acknowledges the lack of information regarding traffic

- ▶ “Before we go to a vote on this, I just want to express that I understand Staff is working within the metrics that we have and I heard there is no Trip Generation Rate for a dispensary at this point in time, but I just want to express that I am feeling dissatisfied with the traffic information that I have and will be able to make a decision with. ...we are working within the metrics that we have at this time,. But I think that common sense tells us different It’s not satisfactory what I have here to determine there will be no traffic impacts.” Commissioner Katharine Daniels
- ▶ “The traffic analysis is not adequate for this specific location... I certainly would be open to a suggestion for further information...” Commissioner Martha Diehl
- ▶ “With regard to traffic analysis, cannabis dispensaries is a relatively new legal use, but I assume the traffic engineering world is coming up with some metrics or some way to evaluate that....**that could be left to the professional expertise of the traffic analyst** and of course then the County would have to exercise independent judgment and analysis.” Deputy County Counsel Wendy Strimling

Planning Commission Assertion Re: Project Site Trip Generation

“There is no evidence that the proposed cannabis retailer will not change project site trip generation. The proposed use would potentially increase and intensify vehicular traffic to and from the site.”

Response: The “Trip Generation Manual” by Institute of Transportation Engineers (ITE Manual) provides average traffic rates that are grossly inflated.

- ▶ ITE Manual Includes the First Cannabis Dispensaries in the United States.
- ▶ These high rates are likely because the data was collected in the early days of legalized Marijuana use in Colorado.
- ▶ The cannabis market had not matured and counts at the first dispensaries captured the initial novelty and lack of competition.

Planning Commission Assertion Re: Project Site Trip Generation

- ▶ Local trip generation data supports a lower rate
- ▶ Favorable comparisons to Emerald Skyway and East of Eden
- ▶ Current industry trends toward delivery services support a lower rate.
- ▶ The trip generation estimates are likely to be high given new trends toward a home-delivery based operation.

Planning Commission Assertion Re: Project Site Trip Generation

- ▶ The cannabis retailer will generate traffic virtually identical to allowable alternative uses
- ▶ For instance, a barber shop (Variety Store - 814; Hair Salon - 918)
 - ▶ This is virtually identical to the trip generation expected from the proposed Cannabis Retailer

Planning Commission Assertion Re: Project Site Trip Generation

- A. Appliance store (Furniture Store - 890)
- B. Barber shop (Variety Store – 814; Hair Salon – 918)
- C. Beauty shop (Variety Store – 814; Hair Salon - 918)
- D. Book store (Variety Store - 814)
- E. Clothing and apparel store (Apparel Store - 876)
- F. Drug store (Pharmacy/Drug Store - 880)
- G. Banks less than 5,000 square feet (Walk-in Bank - 911)
- H. Shoe shop (Apparel Store - 876)
- I. Shoe store (Apparel Store - 876)
- J. Art gallery (Arts & Crafts Store - 879)
- K. Convenience market (Convenience - 851)
- L. Stationery and office supply store (Variety Store - 814)
- M. Photography studio (Variety Store – 814)
- N. Florist (Variety Store – 814)
- O. Gift and card store (Arts and Crafts – 879)
- P. Office (710 or 712)
- Q. Locksmith, key and lock shop (Variety Store – 814)
- R. Bicycle shop (Variety Store – 814)
- S. Hardware store, excluding lumber and outside storage of materials (Hardware/Paint – 816)
- T. Picture framing (Arts and Crafts – 879)
- U. Storage, rental and sale of irrigation equipment (Construction Equipment Rental – 811)
- V. Other uses of a similar character, density and intensity to those listed in this Section
- W. Pet shop (Variety Store – 814)
- X. Cannabis retailer pursuant to Chapter 21.67 (Proposed Project)

Planning Commission Assertion Re: Accident History

Testimony at PC: the site is in an unsafe location due to vehicles traveling high speeds along Highway 101 directly conflicting with cars entering/exiting El Camino Real, which intersects with Highway 101.

- ▶ There is no evidence of a safety issue at this intersection based on the most recent 5-year collision history.
- ▶ A total of 17 collisions occurred on Prunedale South Road over this period.
 - ▶ All of these collisions were the result of hitting fixed objects along the roadway frontage, one of which resulted in a vehicle overturning.
- ▶ The collisions were attributable to driver behavior:
 - ▶ 7 were for unsafe speed
 - ▶ 2 were under the influence of drug or alcohol

Planning Commission Assertion Re: Traffic Increased on Nearby Roads

“The use will also create a diversion of traffic into the residential neighborhood adjacent to the site, causing an increase of traffic that will impact the neighborhood.”

- ▶ The project will represent an increase of about 20 daily trips (1.3% of the total volume) on the Southbound US 101 On-ramp at the project site. By comparison, most retail uses would add essentially identical amounts of traffic to the Southbound US 101 peak hour volume.
- ▶ All three of the study intersections operate at or better than their respective levels of service standards.
- ▶ We agree to the condition of a raised median on Prunedale South Road.

Summary of Traffic Report Responses

- Project traffic impacts would be essentially the same as other retail uses that have or could occupy the site.
- The 5-year history finds collisions associated with speeding, driving under the influence of drugs or alcohol and an improper turn. **None were associated with the turns to and from Prunedale South Road.** Therefore no safety issue associated with this intersection.
- Project will not affect traffic operations at the nearby bus stop on Prunedale South Road.
- Applicant intends to explore all recommendations that will reduce project traffic to and from the US 101 /Prunedale South intersection, strengthen the prohibition of left turns onto US 101 or enhance visibility of the intersection.

Conclusion

- ▶ The question on Traffic has been addressed: no impacts different from those existing with current zoning and uses.
- ▶ Respectfully request that the Supervisors grant the appeal and approve the project
- ▶ Thank you

Applicant Background

Robert has over a decade of real estate investment experience. He has been the lead for over \$798mm in transactions. Robert's experience includes managing over \$1 billion of Multistate Assets.



Nicolas holds a Juris Doctorate with a concentration in intellectual property, MBA and a BS. He is an eagle scout, US Army veteran and published. Has been involved in hundreds of venture & private equity deals in cannabis, technology, healthcare & life sciences. Over a decade of experience in financial leadership roles across many industries.