



HAPPY ISLE

C A N N A B I S

Submission Requirements:

TEMPORARY USE PERMIT

Cannabis Retail Store

Happy Isle Cannabis Corp.
6609 Royal Ave, Horseshoe Bay
West Vancouver, BC
www.happyislecannabis.com

Submitted By:

Glenn Cormier
(604) 377-4909

David Bellringer
(604) 349-4330

Description:

The Happy Isle Cannabis Corporation (HICC) currently operates a boutique recreational cannabis retail store located on Bowen Island, and is seeking to expand to a second location in West Vancouver, to be located at 6609 Royal Ave in Horseshoe Bay.

Happy Isle Cannabis operates solely in the legal retail cannabis market under licence by the *Liquor and Cannabis Regulation Branch of BC (LCRB)*, and with local government approval.

Cannabis was legalized in Canada on October 17th, 2018 after the passing of *The Cannabis Act* in June of 2018. Happy Isle was among the first applicants in the Province of BC to apply to sell legal recreational cannabis and was awarded the first licence in the lower mainland outside of the City of Vancouver.

Corporate Summary:

Happy Isle Cannabis Corporation is a privately owned company with two managing partners each with 50% ownership. Each partner holds their shares in their own name.

The company has no other outside investors or shareholders and carries no debt to others.

Neither of the owners of HICC have ever been involved in the illicit or black market of cannabis production or distribution.

Glenn Cormier

Glenn has been the owner and operator of the Bowen Island Pub for the last eight years and was the primary person responsible in the purchase and redevelopment of the commercial property that houses the well-known landmark community pub on Bowen. The Bowen Island Pub is a family owned and community focused business that was recognized at the West Vancouver Chamber of Commerce Excellence Awards as "Medium Size Business of the Year" in 2015.

Glenn is an active community volunteer with active involvement in: Tourism Bowen Island, the Economic Development Committee, Local Water Advisory Committee and as President of the Eagle Cliff Community Association.

Prior to his life on Bowen, Glenn spent over 20 years in senior and executive level management roles within the hotel, restaurant and bar industry. Glenn is a hands-on operations person with countless years of experience in liquor control regulation and licencing.

Glenn and his wife Meredith live on Bowen Island full time with their daughter who recently graduated from Rockridge Secondary School.

David Bellringer

David grew up in West Vancouver, attended Caulfield Elementary School, Hillside Secondary School, and Rockridge High School.

After graduating with a Bachelor of Commerce degree majoring in Real Estate from the University of Guelph, David became a commercial real estate broker in Vancouver.

David is currently Managing Director of D.K. Harris Properties Ltd., a family-owned commercial real estate investment and development company located on Bowen Island, BC.

Since moving permanently to Bowen Island in 2012 to oversee and manage a real estate project, David has volunteered as a member of the Bowen Island Economic Development Committee, is currently a member of the municipal Snug Cove Sewer System Local Management Committee and has been a Director for the Bowen Island Golf Course for the past six years. David is a keen golfer and snowboarder, and a very bad fisherman. He and his wife Merla have two kids, two year old Lucy and one year old Stanley who keep their proud parents very busy.

Operations:

The new cannabis industry is highly regulated and operates under strict controls laid out by: the federal government, Health Canada, the Liquor and Cannabis Regulation Branch of BC, and local government policy.

Products

Licensed cannabis retail stores are permitted to sell **ONLY**:

- *Federally approved cannabis products*
- *Cannabis related accessories (such as rolling papers, pipes, grinders and vaporizers)*
- *Shopping Bags*
- *Gift cards*

Licensed cannabis retail stores are **NOT** permitted to sell:

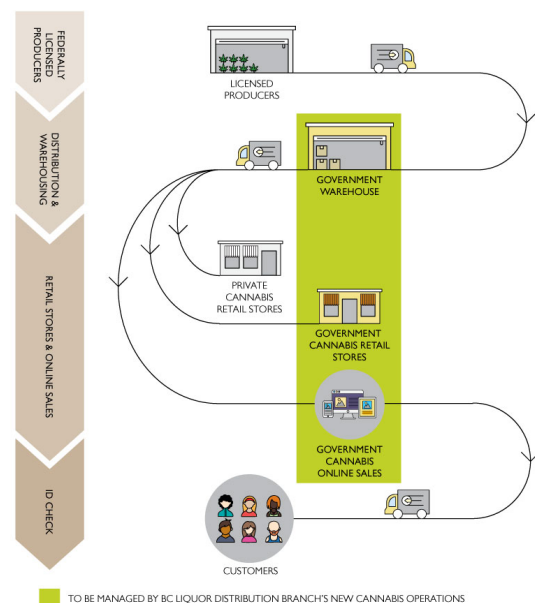
- *Cannabis obtained from any source other than the BC Liquor Distribution Branch (LDB)*
- *Tobacco products or e-cigarettes devices and cartridges*
- *Food and beverage (aside from cannabis edibles and beverages)*
- *More than 30 grams of dried cannabis (or its equivalent) per transaction*

Legal retail cannabis stores may only sell cannabis products that have been:

- *produced by federally licensed producers (LP's)*
- *tested by Health Canada*
- *distributed through the Liquor Distribution Branch*
- *shipped through bonded courier companies*

Cannabis products available from the LDB for resale in legal cannabis retail stores include:

- cannabis flower and pre-rolled joints
- cannabis concentrates and extracts in the form of oils, capsules and vaporizer cartridges
- topical creams and ointments
- edibles and beverages
- CBD products



Staffing & Hours of Operation

HICC employ three staff at the Bowen Island store location...one store manager and two retail consultants or “Budtenders”.

It is expected that a store of similar size in a similar market such as Horseshoe bay would require the same number of staff or more.

HICC will seek to hire a local workforce from the community it operates in. Our staff are well trained in both cannabis knowledge as well as the rules and regulations related to retail cannabis sales as laid out in *Cannabis Retail Store Licence Handbook*.

All staff are required to submit to a *Worker Security Verification* conducted by the LCRB. Workers must also complete a “*Selling It Right*” course developed by Responsible Service BC.

Under licencing regulations and with approval from local government, cannabis stores are permitted to operate from 9:00am until 11:00pm every day. Local government may restrict these hours further but not extend them.

Target Market

Bowen Island and West Vancouver have very similar demographics when broken down by age groups and gender. The largest demographic by age are 40-65yrs, with the smallest age demographic in the 20-39yr age category. Both have a slight majority of females to males.

HICC gears its shopping experience towards the majority demographic within the markets we serve. The sales mix of our store reflect consumer choice that tends to favour alternate consumption methods that are more popular with older consumers such as edibles, oils and capsules.

Security Plan

The following standards of security are a requirement of all cannabis retail store licences.

At a minimum each store must have...

- Audible intruder alarm system
- Audible fire alarms
- Locked retail product display cases
- Locked cannabis storage room
- Secure perimeter door locks
- Security cameras with full unobstructed view of:
 - Retail sales area
 - Product storage area
 - Both interior and exterior entrances and exits

In addition, HICC commits to having...

- High-definition full colour camera system with tamper proof covers and cloud back-up of all video data with remote real-time viewing capability.
- Additional exterior camera angles to show front streetscape and rear laneway and parking.
- Any laneway or rear facing windows will have security bars installed
- Audible intruder alarm will be monitored 24 hours a day by independent company with police dispatch capabilities.

Community Impact

Identifying potential **POSITIVE** community impacts of local retail cannabis stores:

- **Economic** – cannabis retail stores bring increased consumer traffic to the area. Neighbouring businesses have experienced economic benefit from being located next to or near cannabis stores. Taxation provides provincial revenues which is expected to increase transfer payments to local governments in the future.
- **Crime** – cannabis is present in all communities. Jurisdictions that do not permit legal and convenient access to cannabis tend to have higher illicit and black-market cannabis activity which can result in increased crime.
- **Youth** – legal cannabis stores provide a barrier to underage access and consumption.
- **Public Safety** – regulated and tested cannabis provides a safer supply for consumers.
- **Public Health** – studies have shown that increased regulated access to medical and recreational cannabis can result in a reduction in the use of and subsequent harms associated with opioids, alcohol, tobacco, and other substances.

Identifying potential **NEGATIVE** community impacts of local retail cannabis stores:

- **Economic** – in some communities the increased traffic brought by a cannabis store can result in parking congestion. *(Mitigation - this location has additional private parking stalls in the laneway behind the store).*
- **Crime** – a cannabis storefront may be a target for break-in. *(Mitigation - increased security measures will be taken to deter crime).*
- **Youth**** – higher availability of cannabis within the adult population of a community may provide youth with increased access to cannabis at home.
- **Public Safety**** – cannabis can cause cognitive impairment and can lead to motor vehicle accidents if use while operating a vehicle.
- **Public Health**** – while medicinal use of cannabis is gaining acceptance, there are still public health implications that can be associated with its use including: respiratory impacts, negative mental health outcomes, substance use disorders and unintended exposure to children.

***These potentially negative community impacts related to cannabis have previously been identified by Health Canada, The Province of BC and the LCRB.*

There are numerous public education campaigns already in place to help mitigate these impacts. Cannabis retail stores assist with these public education campaigns through in-store posters, messaging and customer awareness.