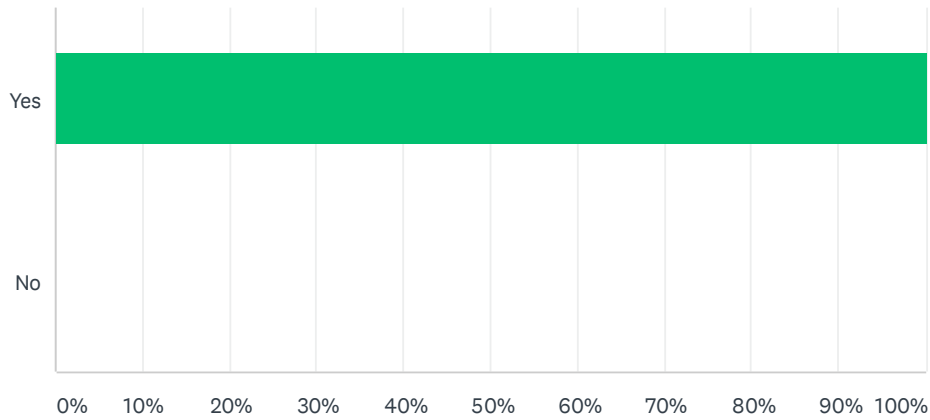


Q1 Are you a Loveland business that sells tobacco/nicotine products?

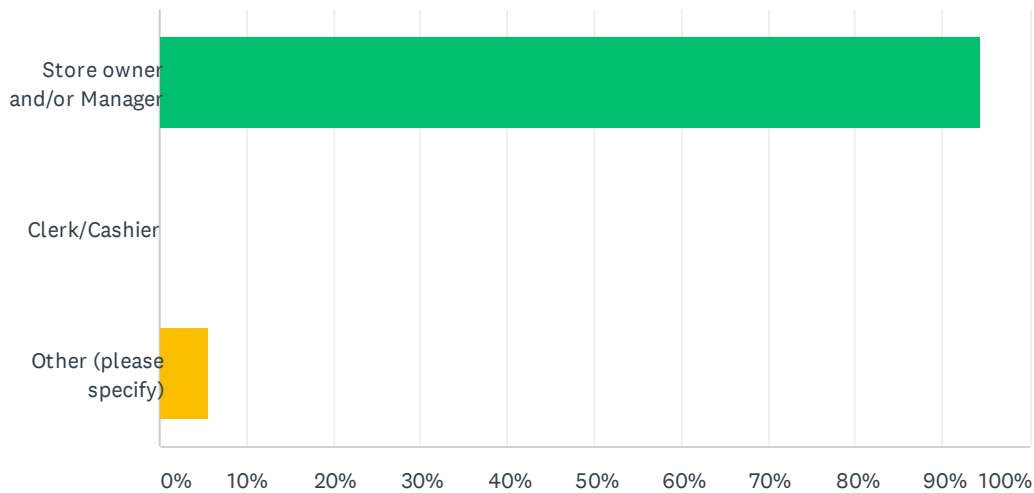
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	100.00%	18
No	0.00%	0
TOTAL		18

Q3 What is your job title?

Answered: 18 Skipped: 0

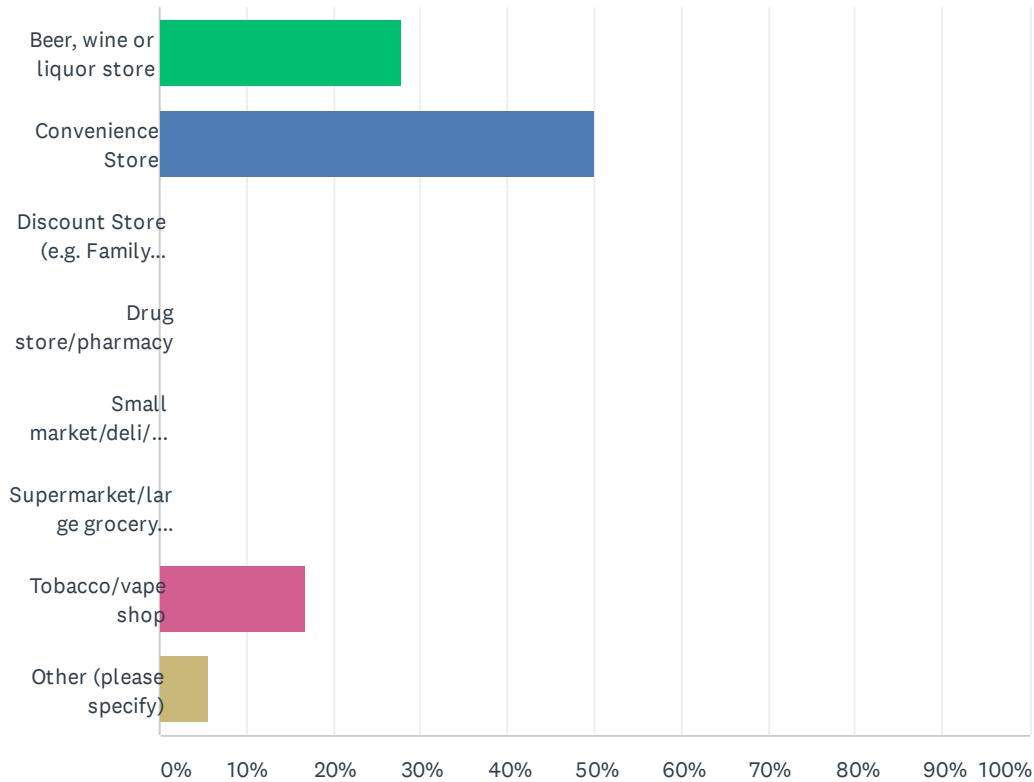


ANSWER CHOICES	RESPONSES	
Store owner and/or Manager	94.44%	17
Clerk/Cashier	0.00%	0
Other (please specify)	5.56%	1
TOTAL		18

#	OTHER (PLEASE SPECIFY)	DATE
1	Social Media manager/ tobacco buyer	1/25/2021 1:17 PM

Q4 What type of store is your business?

Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Beer, wine or liquor store	27.78% 5
Convenience Store	50.00% 9
Discount Store (e.g. Family General, Family Dollar)	0.00% 0
Drug store/pharmacy	0.00% 0
Small market/deli/produce market or Corner store	0.00% 0
Supermarket/large grocery store (e.g. King Soopers, Safeway)	0.00% 0
Tobacco/vape shop	16.67% 3
Other (please specify)	5.56% 1
TOTAL	18

#	OTHER (PLEASE SPECIFY)	DATE
1	tavern	1/26/2021 10:26 AM

Q5 How many employees does your business have?

Answered: 18 Skipped: 0

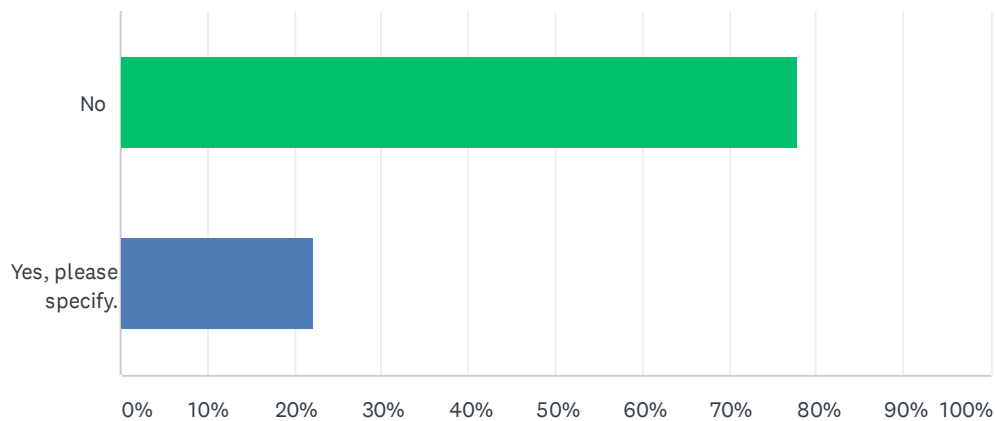
ANSWER CHOICES	RESPONSES	
Part Time	88.89%	16
Full Time	88.89%	16

#	PART TIME	DATE
1	4	2/1/2021 8:13 AM
2	three	1/31/2021 4:07 PM
3	1	1/31/2021 10:31 AM
4	2	1/30/2021 1:36 PM
5	4	1/29/2021 3:52 PM
6	6	1/29/2021 3:34 PM
7	9	1/29/2021 3:07 PM
8	2	1/27/2021 4:14 PM
9	3-6	1/27/2021 1:12 PM
10	4	1/27/2021 12:55 PM
11	4	1/26/2021 10:26 AM
12	2	1/25/2021 1:17 PM
13	6	1/25/2021 11:06 AM
14	2	1/23/2021 9:50 PM
15	2	1/23/2021 10:33 AM
16	3	1/22/2021 10:18 AM

#	FULL TIME	DATE
1	12	2/1/2021 8:13 AM
2	twenty	1/31/2021 4:07 PM
3	4	1/31/2021 10:31 AM
4	8	1/30/2021 1:36 PM
5	6	1/29/2021 3:52 PM
6	3	1/29/2021 3:07 PM
7	8	1/27/2021 4:14 PM
8	1	1/27/2021 1:12 PM
9	2	1/27/2021 12:55 PM
10	8	1/26/2021 9:09 AM
11	9	1/25/2021 1:17 PM
12	2	1/25/2021 11:06 AM
13	4	1/23/2021 9:50 PM
14	2	1/23/2021 7:46 PM
15	3	1/23/2021 10:33 AM
16	2	1/22/2021 10:18 AM

Q6 Are you a member of a retailer association?

Answered: 18 Skipped: 0

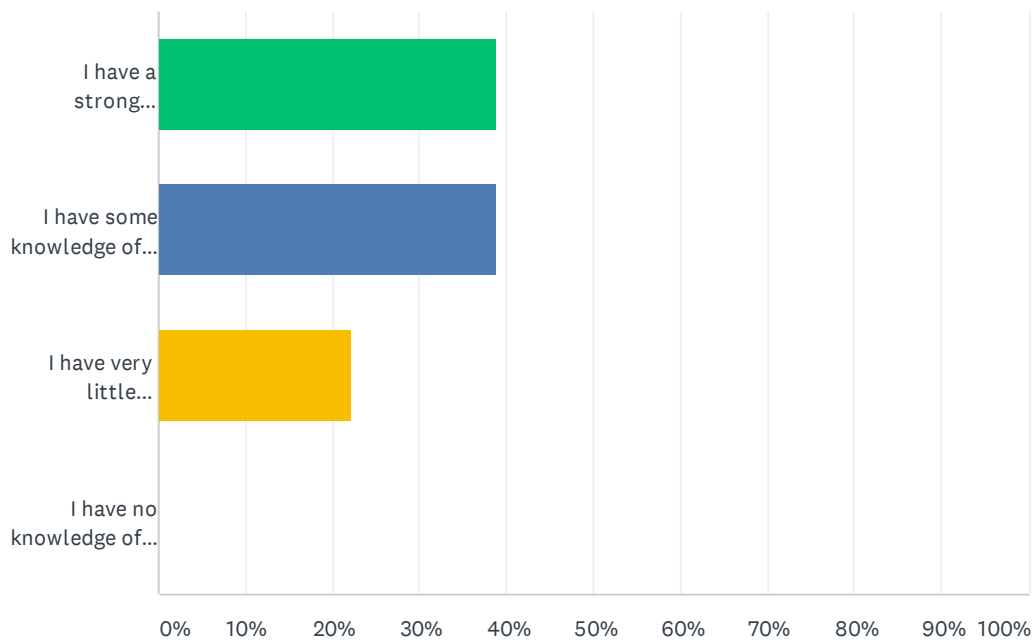


ANSWER CHOICES	RESPONSES
No	77.78% 14
Yes, please specify.	22.22% 4
TOTAL	18

#	YES, PLEASE SPECIFY.	DATE
1	Colorodoans for Safety	1/31/2021 4:07 PM
2	Rocky Mountain FOA	1/30/2021 1:36 PM
3	ALTRIA	1/23/2021 7:46 PM
4	NATO & Colorado Wyoming Petroleum Marketers	1/22/2021 10:18 AM

Q7 How familiar are you with the ordinance options before council to reduce tobacco product access to youth?

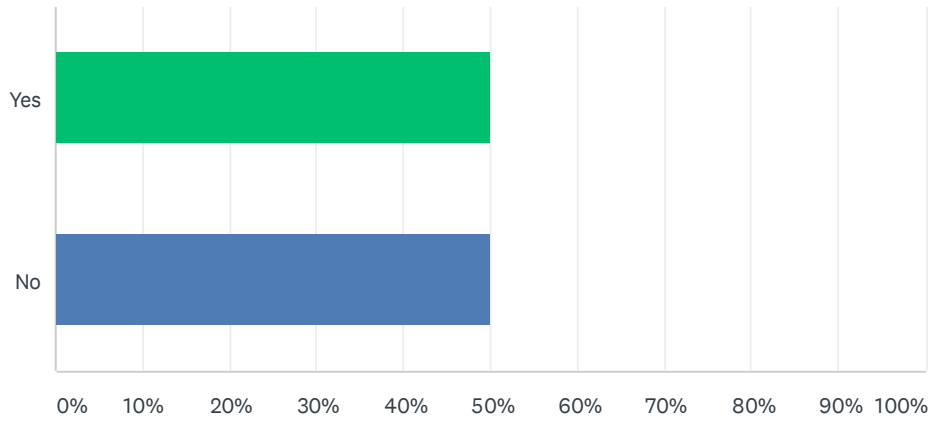
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	COUNT
I have a strong knowledge of the proposed ordinances.	38.89%	7
I have some knowledge of the proposed ordinances.	38.89%	7
I have very little knowledge of the proposed ordinances.	22.22%	4
I have no knowledge of the proposed ordinances.	0.00%	0
TOTAL		18

Q8 Have you previously participated in the City Council process on this issue (via email, public comment, etc.)?

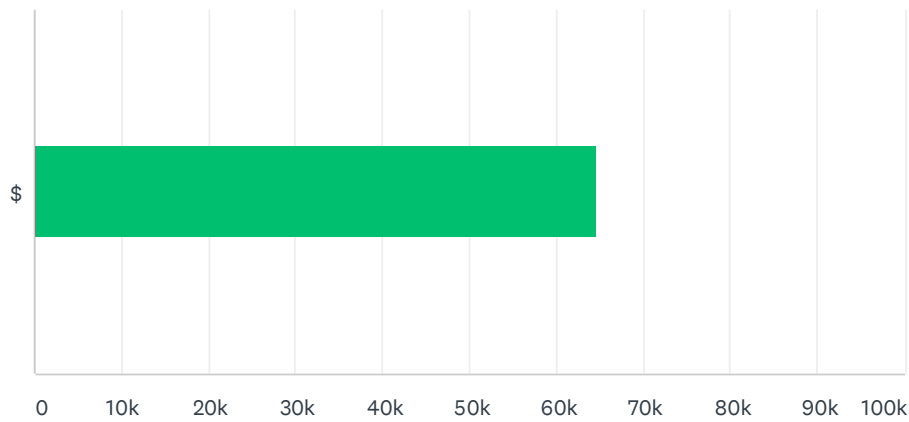
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	50.00% 9
No	50.00% 9
TOTAL	18

Q9 On average, how much net revenue does your business gain directly from flavored tobacco/nicotine sales each month?

Answered: 18 Skipped: 0

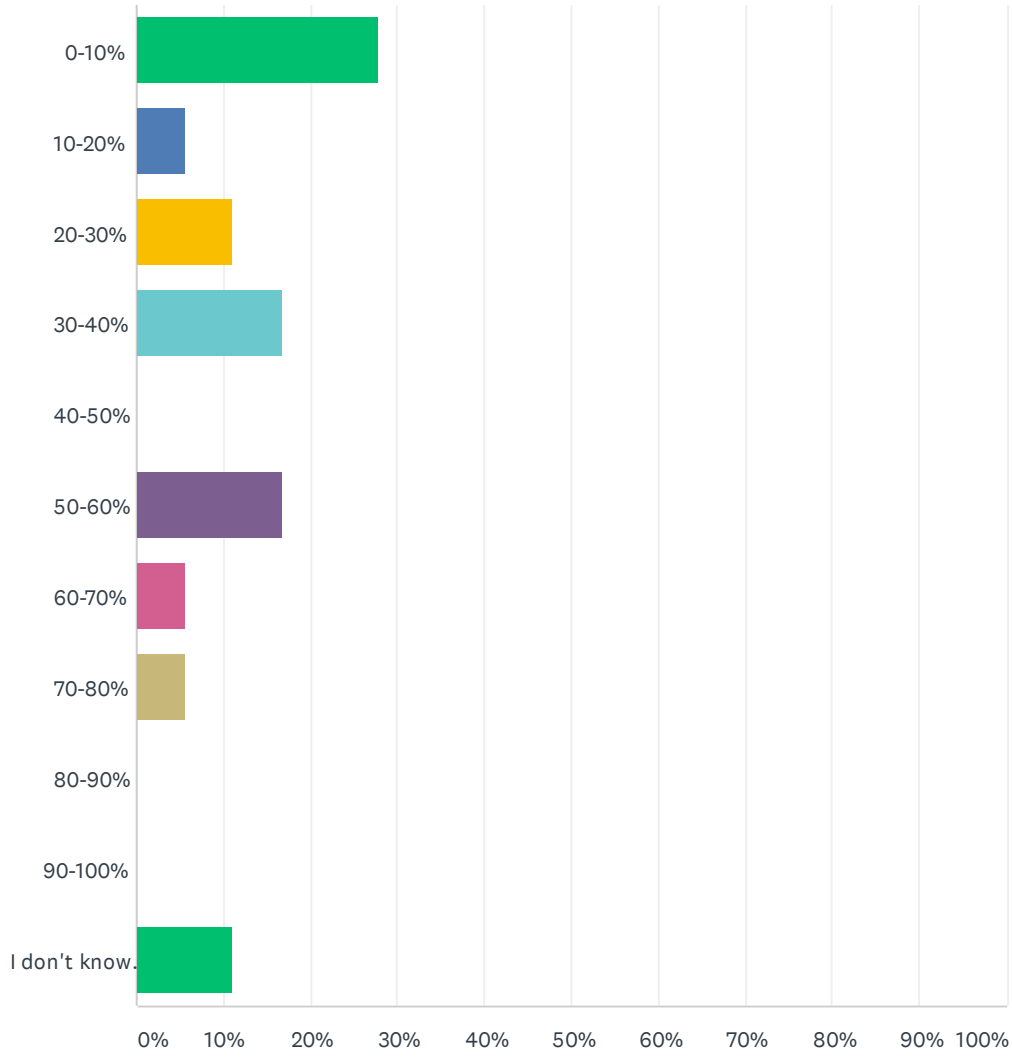


ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
\$	64,553	1,161,952	18
Total Respondents: 18			

#	\$	DATE
1	174000	2/1/2021 8:13 AM
2	500	1/31/2021 4:07 PM
3	15000	1/31/2021 10:31 AM
4	16832	1/30/2021 1:36 PM
5	5000	1/29/2021 3:52 PM
6	2	1/29/2021 3:34 PM
7	87000	1/29/2021 3:07 PM
8	41000	1/27/2021 4:14 PM
9	21	1/27/2021 1:12 PM
10	6000	1/27/2021 12:55 PM
11	200	1/26/2021 10:26 AM
12	700000	1/26/2021 9:09 AM
13	1500	1/25/2021 1:17 PM
14	4547	1/25/2021 11:06 AM
15	15000	1/23/2021 9:50 PM
16	350	1/23/2021 7:46 PM
17	45000	1/23/2021 10:33 AM
18	50000	1/22/2021 10:18 AM

Q10 On average, what percentage of your business' net revenue comes directly from flavored tobacco/nicotine sales each month?

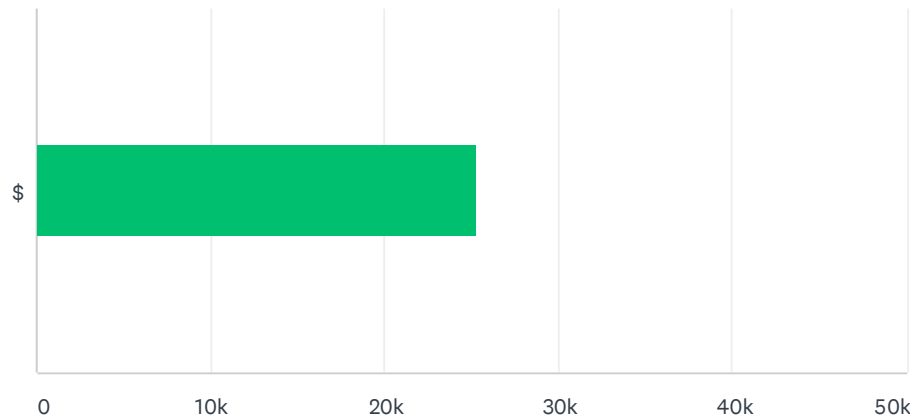
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
0-10%	27.78%	5
10-20%	5.56%	1
20-30%	11.11%	2
30-40%	16.67%	3
40-50%	0.00%	0
50-60%	16.67%	3
60-70%	5.56%	1
70-80%	5.56%	1
80-90%	0.00%	0
90-100%	0.00%	0
I don't know.	11.11%	2
TOTAL		18

Q11 On average, how much net revenue does your business gain from secondary sales related to flavored tobacco/nicotine sales each month?

Answered: 17 Skipped: 1

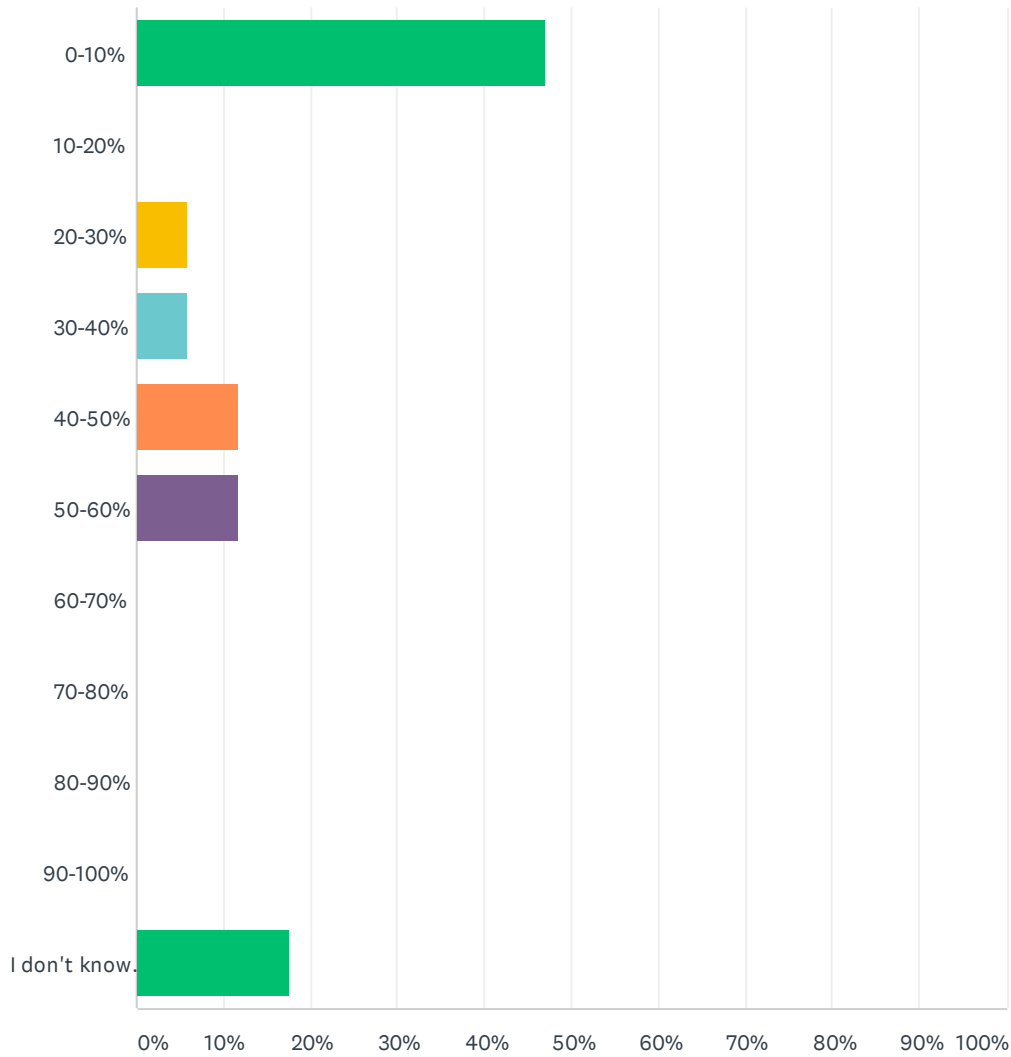


ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
\$	25,357	431,076	17
Total Respondents: 17			

#	\$	DATE
1	30000	2/1/2021 8:13 AM
2	7000	1/31/2021 4:07 PM
3	10000	1/31/2021 10:31 AM
4	20485	1/30/2021 1:36 PM
5	0	1/29/2021 3:52 PM
6	2	1/29/2021 3:34 PM
7	45000	1/29/2021 3:07 PM
8	0	1/27/2021 1:12 PM
9	6000	1/27/2021 12:55 PM
10	0	1/26/2021 10:26 AM
11	200000	1/26/2021 9:09 AM
12	1500	1/25/2021 1:17 PM
13	15089	1/25/2021 11:06 AM
14	20000	1/23/2021 9:50 PM
15	1000	1/23/2021 7:46 PM
16	60000	1/23/2021 10:33 AM
17	15000	1/22/2021 10:18 AM

Q12 On average, what percentage of your business' net revenue comes from secondary sales related to flavored tobacco/nicotine purchases each month?

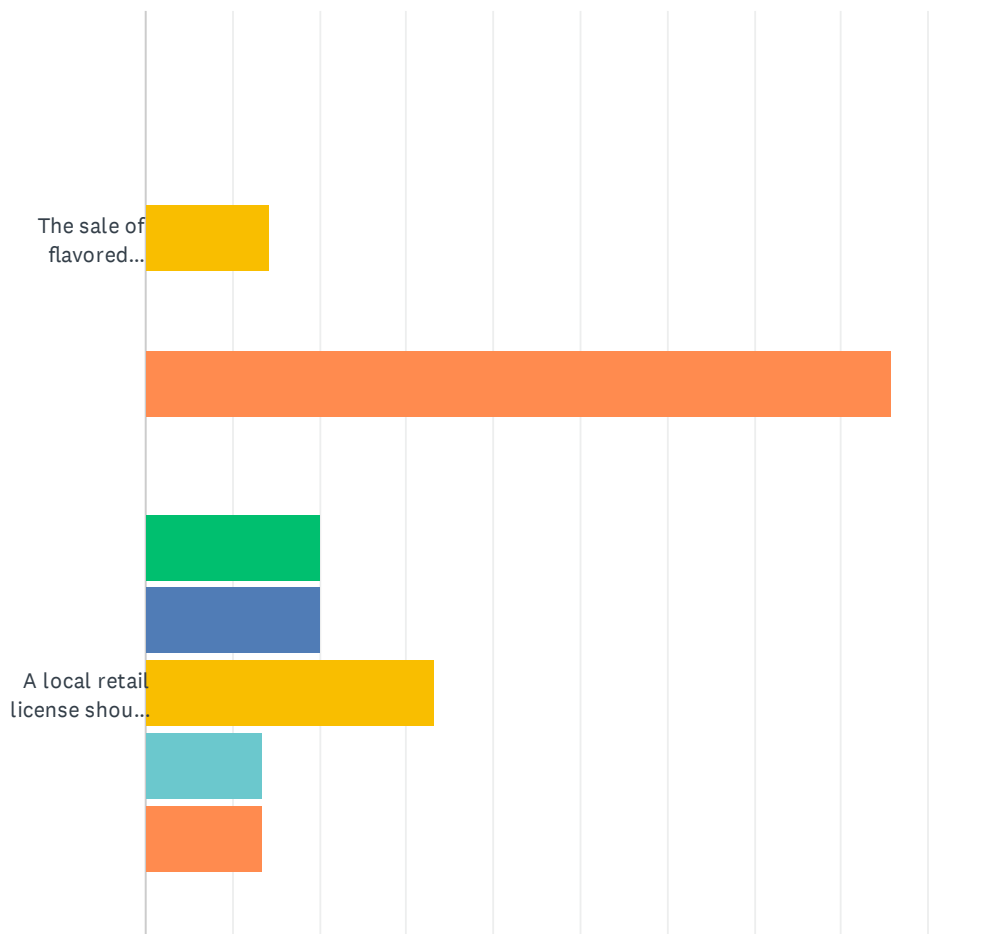
Answered: 17 Skipped: 1

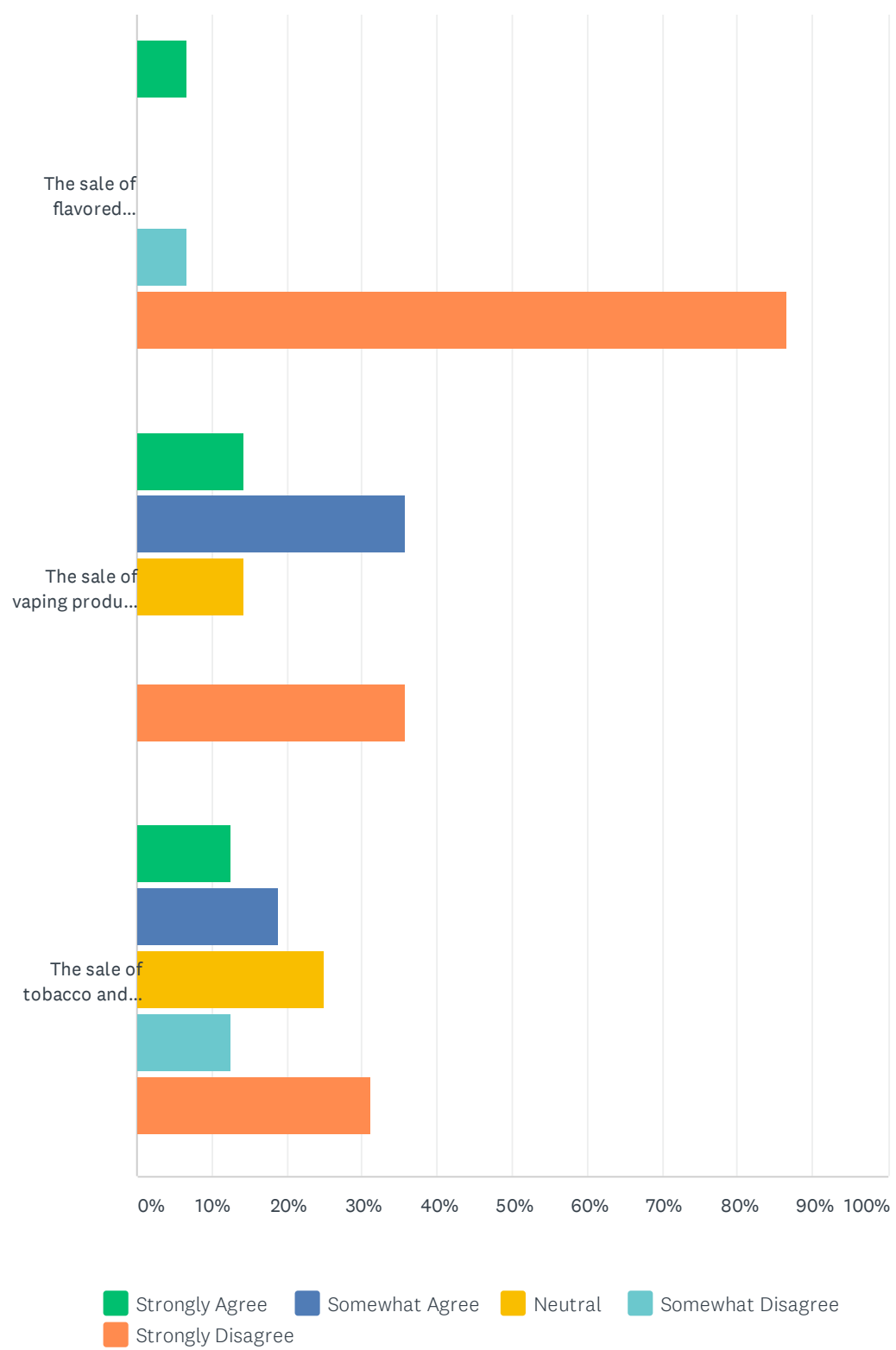


ANSWER CHOICES	RESPONSES	
0-10%	47.06%	8
10-20%	0.00%	0
20-30%	5.88%	1
30-40%	5.88%	1
40-50%	11.76%	2
50-60%	11.76%	2
60-70%	0.00%	0
70-80%	0.00%	0
80-90%	0.00%	0
90-100%	0.00%	0
I don't know.	17.65%	3
TOTAL		17

Q13 To what extent do you agree or disagree with the following statements?

Answered: 18 Skipped: 0





	STRONGLY AGREE	SOMEWHAT AGREE	NEUTRAL	SOMEWHAT DISAGREE	STRONGLY DISAGREE	TOTAL
The sale of flavored tobacco and vaping products should be banned. (Option A)	0.00% 0	0.00% 0	14.29% 2	0.00% 0	85.71% 12	14
A local retail license should be required to sell tobacco and vaping products. (Option B)	20.00% 3	20.00% 3	33.33% 5	13.33% 2	13.33% 2	15
The sale of flavored tobacco and vaping products should be banned with the exception of menthol. (Option C)	6.67% 1	0.00% 0	0.00% 0	6.67% 1	86.67% 13	15
The sale of vaping products only (not cigarettes, chews, cigars, etc.) should be limited to 21+ stores. (Option D)	14.29% 2	35.71% 5	14.29% 2	0.00% 0	35.71% 5	14
The sale of tobacco and vaping products should be limited to 21+ stores. (Option E)	12.50% 2	18.75% 3	25.00% 4	12.50% 2	31.25% 5	16

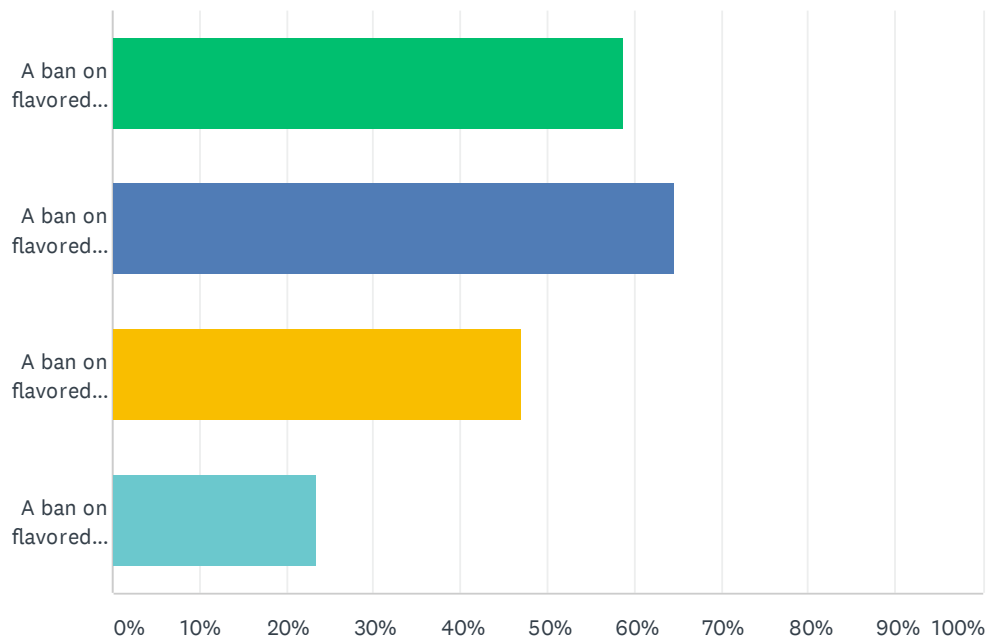
Q14 What financial impact would a retail tobacco license have on your business?

Answered: 16 Skipped: 2

#	RESPONSES	DATE
1	We would lose roughly 150-170k a month. As well as lose 3-4 employees.	2/1/2021 8:13 AM
2	If we have to pay a fee it will be passed on to customer base.	1/31/2021 4:07 PM
3	It would be have a devastating impact on our business. Not only would it likely put us out of business it would also leave 5 people without a job.	1/31/2021 10:31 AM
4	It would add to the cost of doing business. Just another hoop we as small business owner have to jump through and adding more government bureaucracy.	1/30/2021 1:36 PM
5	Loss of these products would strongly affect our business and affect how we can take care of our associates	1/29/2021 3:52 PM
6	No more fees	1/29/2021 3:34 PM
7	I honestly believe it would make my business NOT profitable and probably close.	1/29/2021 3:07 PM
8	The loss of tobacco sales would result in the loss of other types of sales as well (think energy drinks, soda, food). This would create a significant loss to my business because my inside sales are higher than my fuel sales. The loss of those customers would result in the loss of labor hours necessary to staff the store, which would mean that I would have to lay off employees.	1/27/2021 4:14 PM
9	1. Cost of doing more paperwork 2. Cost of license 3. Labor costs to administer new regs	1/27/2021 1:12 PM
10	We need to sell tobacco products to help offset costs of raises and utilities.	1/27/2021 12:55 PM
11	depends on the cost of the license	1/26/2021 10:26 AM
12	I feel I would still be able to operate the same. We have been 21 and up since President Trump did the executive order last year	1/26/2021 9:09 AM
13	I either lay off employees or close my business.	1/25/2021 11:06 AM
14	N/A	1/23/2021 7:46 PM
15	It will put me out of business if I can not sell flavored tobacco.	1/23/2021 10:33 AM
16	Depends how it is written	1/22/2021 10:18 AM

Q15 What financial impact would a ban on the sale of flavored tobacco/vaping products have on your business? Check all that apply.

Answered: 17 Skipped: 1



ANSWER CHOICES	RESPONSES
A ban on flavored tobacco/vaping products would cause my business to lay off staff.	58.82% 10
A ban on flavored tobacco/vaping products would cause my business to reduce staff hours.	64.71% 11
A ban on flavored tobacco/vaping products would cause my business to close.	47.06% 8
A ban on flavored tobacco/vaping products would have little or no financial impact on my business.	23.53% 4
Total Respondents: 17	

#	OTHER (PLEASE SPECIFY)	DATE
1	Menthol/flavored cigarette customers will shop outside of Loveland. We will loose secondary business and the city will loose tax dollars. They will not stop smoking what they want.	1/31/2021 4:07 PM
2	We would more than likely have to surrender our stores back to 7 Eleven corp.	1/30/2021 1:36 PM
3	Angry customers	1/29/2021 3:34 PM
4	It would make my family legacy and children's inheritance vanish.	1/29/2021 3:07 PM

Q16 What solutions do you recommend for retailers to address youth access and usage of tobacco/vaping products in Loveland?

Answered: 16 Skipped: 2

#	RESPONSES	DATE
1	I don't believe the responsibility is 100% on the retailer. It's starts at home and the the values parents teach their kids.	2/1/2021 8:13 AM
2	We as a retailer do not sell to anyone enter 21.	1/31/2021 4:07 PM
3	I believe that restricting access to vape and tobacco products to 21+ establishments is a great solution to the problem. The best solution to the problem is with the parents of the youth. It seems to me that the discussion about vaping and tobacco use starts in the home and that is where the most education is obtained. Retailers should not be the ones left doing the job of the parents or the ones being punished for the lack of action and communication by said parents.	1/31/2021 10:31 AM
4	Continue to keep all tobacco products behind counter. Continue to ID for purchases. The city could form a task force to address straw Purchases.	1/30/2021 1:36 PM
5	Continue to card under age buyers and refuse sale	1/29/2021 3:52 PM
6	It shouldn't be an issue in a 21 plus business?	1/29/2021 3:34 PM
7	Better parent supervision- Better public education A Better addiction services - More internet restrictions	1/29/2021 3:07 PM
8	The state just raised taxes on tobacco sales and that income is supposed to be used for education. The education system should then be able to have the funding to provide more enlightening information to the youth about the dangers of tobacco use. Perhaps the use of the BARS program could be expanded.	1/27/2021 4:14 PM
9	n/a	1/27/2021 1:12 PM
10	Whoever gets caught selling to minors under the age of 21 should get a fine of \$1,000.00	1/27/2021 12:55 PM
11	If the youths want it bad enough they will get it somehow. However the retailers need to be more educated on the negative effects of tobacco and vaping in order to prevent the sale to youths. One other thought though is that if an 18yr old is old enough to put his life on the line in the military service then he should be able to make his own decisions on tobacco.	1/26/2021 10:26 AM
12	My store has been 21 and up for almost a year. The only way to stop yunger kids from getting their hands on these products is to ban the internet. A 12 year old can get on the internet right now and order vape juice and a flavor ban will NOT help the problem at all.	1/26/2021 9:09 AM
13	Strongly enforcement on checking ID and education.	1/25/2021 11:06 AM
14	educational Flyers/ poster	1/23/2021 7:46 PM
15	Check ID, if you are not 21 years of age than you can not purchase	1/23/2021 10:33 AM
16	AI think the store should be age restricted or have products in a non self serve capacity if it isn't age restricted	1/22/2021 10:18 AM

Q17 Please share additional feedback or concerns.

Answered: 14 Skipped: 4

#	RESPONSES	DATE
1	Nothing at this time	2/1/2021 8:13 AM
2	If someone smokes menthol/vape/ flavored they will simply shop outside of Loveland. I want to keep business local.	1/31/2021 4:07 PM
3	Other than the complete and obvious overreach of City Council in this matter when it comes to determining what adults in this community can and cannot do and purchase, the loss of employment and subsequent loss of revenue by the city has been completely disregarded. In this time when life is certainly difficult enough with everything that is going on globally and with the outlandish tax that has been imposed here in the state, I in no way believe that this ban is in anyone's best interest. This will definitely not stop youth vaping or tobacco use. It will only make it somewhat more inconvenient. The will only have to drive to the next city or simply just purchase it online. The ones that will be impacted most will be all the businesses in Loveland that will either have to lay off employees in an already stressed economy or will have to shut their doors all together. That to me and many, many others is not a responsible solution to this problem. Education on this subject is the only way to curb this issue, not an unfounded probations approach. Ignorance and bias never solved anything.	1/31/2021 10:31 AM
4	We would loose a very large investment that we have made in our community. The fact that our customers will be able to drive just a few miles to spend there dollars in the next town we as a community will be the net looser. their are a number of studies where flavor bans have done nothing to reduce use. the consumer just finds somewhere else to get their desired product. We have interviewed some teens about vaping by and large they are getting there vape products on line not from local retailers.	1/30/2021 1:36 PM
5	Angry customers that have to drive to other cities. The city of Loveland loses the revenue over this idea?	1/29/2021 3:34 PM
6	Every single customer who purchases VAPE product in my 7-Eleven (as well as EVERY 711) requires a scanned identification no matter the customers age. Responsible retailers like me are doing our part keeping are restricted products out of the hands of our youths!	1/29/2021 3:07 PM
7	The majority of responsible retailers in Loveland adhere to strict policies that require customers who appear to be under age to be ID'd. Circle K is a responsible retailer and ID's under 40 for tobacco sales. To ensure that we are following policy, an outside company secretly shops our stores monthly. This program is called BARS. If an employee fails a BARS shop, there are immediate consequences to the employee and manager.	1/27/2021 4:14 PM
8	Note: We do not sell vaping products and only have 3 tobacco products for sale: a flavored cigar and 2 chews.	1/27/2021 1:12 PM
9	We need to sell flavored tobacco/vaping products because our normal customers will go up the road outside of the city limits to buy these products and other products that we sell at the liquor store. Keep the tax dollars here locally instead of giving them to another city or town.	1/27/2021 12:55 PM
10	Prohibition never works. All a ban will do is force people to go to windsor or johnstown to buy their vape juice.	1/26/2021 9:09 AM
11	What do this law have anything to do with youth vaping? Shouldn't there be other issues to address in the community? Local businesses are already hurting because of COVID-19.	1/25/2021 11:06 AM
12	N/A	1/23/2021 7:46 PM
13	We sell to adults,not minors so banning flavors is not going to help a damn thing.	1/23/2021 10:33 AM
14	With the legal age for tobacco at 21, I think the city is over reaching, retailers are not responsible for youth sales, the city should be more concerned about youth marijuana and alcohol use.	1/22/2021 10:18 AM