

**February 13, 2020 Tobacco Retailers Outreach Meeting  
Feedback (11 Attendees)**

- What about adults using e-cigarettes?
- Is there data or a study showing rates of adult usage compared to regular tobacco?
- Is the county or city considering how this affects adult usage?
- The ban is based on youth access and use, but also affects adults.
- It is not fair to only look at youth use and not adults, as adults can make decisions for themselves.
- Canada regulates packaging, can we regulate the packaging to look less like other products (i.e. the cookie example)?
- Fine proprietors which sell to youth in violation of current state law.
- Monitor locations which sell flavored products to ensure compliance with no-sell law. Sunnyvale should use data to show where youth use is coming from and monitor retailers to show parents, instead of a ban “that just looks like the city is trying to do something”.
- Online retailers are point of access. This ban would “punish” Sunnyvale retailers.
- Studies don’t show where the flavored products youth are using are coming from
- Sunnyvale is not trusting retailers to comply with legislation restricting sale to youth.
- Kids do not come into their stores.
- Has DPS found retailers selling to youth?
- Retailers would prefer ban on a macro level, not micro. If it’s banned locally but not regionally or federally, then business just moves – when SF passed their ban, residents went and bought in Daly City which saw an increase in business. Retailers would accept a state or federal ban but not local.
- SF businesses started selling pure nicotine for customers to mix themselves which is more dangerous.
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- Parents are responsible for ensuring their children do not have access to or use tobacco products.
- This ban would be Sunnyvale “playing parent”
- Bans create “black markets” (like Prohibition) which increases youth access
- County and city focus should be on education which is more important and effective than bans
- A local ban only destroys business as customers move to other locations/online to purchase product
- This ban would take away “smoking cessation” options which saves lives
- At combined shops (convenience store, liquor store, etc.) these products bring in customers who buy other non-tobacco products so there is a larger reduction in business than anticipated
- For dedicated smoke shops, these products are 60-95% of business so they would likely close down
- This ban would affect long-term Sunnyvale businesses
- Hookah is cultural so banning flavored hookah is not culturally sensitive
- The County studies are not rigorous enough to use as basis for ban
- This ban is a slippery slope – junk food isn’t healthy either, are stores going to soon be banned from selling chips and soda?
- Why is it illegal to sell to youth but not illegal for youth to smoke? Focus is on retailers and not focused on handling the youth use

- What happens to youth when they are caught smoking?
- Limit which businesses can sell flavored products – limit legal sales to 21+ establishments and prohibit both new retailers and mixed-age businesses like gas stations from selling flavored products