

To: Office of the Clerk of the Board of Supervisors
1 Dr. Carlton B. Goodlett Place, City Hall, Room 244
San Francisco, CA 94102

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CITY OF SAN FRANCISCO
OFFICE OF THE CLERK OF THE BOARD OF SUPERVISORS

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gds

From: Luke's Local Inc.
960 Cole St.
San Francisco, CA 94117

9/21/22 RE: Letter of Public Convenience & Necessity – 580 Green St. San Francisco, CA 94133

To whom it may concern,

Luke's Local Inc., in preparation for opening our third full-service grocery store within San Francisco at 580 Green St., has requested a TYPE 21 Off-Sale General License. We are applying for a transfer of an existing license. Our application was submitted with the SF ABC office on 9/13/22. We notified neighbors and surrounding businesses by sending out the required ABC mailers on 9/27/22 and posted required signage at the premises on 9/22/22, which will remain up for the 30-day posting period. Our proposed business hours at 580 Green St. will be 8am – 9pm, 7 days/wk.

Luke's Local is a full-service grocery store with our first neighborhood market in Cole Valley having been established in December of 2016 and our second at 2190 Union St in Cow Hollow in November of 2020. We offer a wide selection of affordable foods and grocery products, ready-made meals from our commissary kitchen, a full-service butcher and deli counter, local and organic produce, specialty cheese, and a grocery delivery service. Since the opening of our first neighborhood market we have become a hub for our community and a much-loved grocer within the Cole Valley community and now the Cow Hollow community. We hope to do the same within the North Beach community with the opening of our third location in February 2023 at 580 Green St.

We currently offer a well curated selection of Wine, Beer, and Spirits at Cole and Union St. and hope to continue this offering at Green St. We are a family friendly business and encourage responsible behavior from our customers as well as staff. Our staff are trained to follow all applicable laws and guidelines regarding the sale and non-consumption of alcohol products in or around the store. If granted, we expect approximately 10% of revenue to come from Alcohol sales with the remaining 90% coming from food products and household goods.

We pride ourselves in offering both specialty as well as common grocery products and being a one-stop shop for our customer's weekly grocery trips. We believe the convenience of being able to pick up your favorite bottle of wine along with a fresh baguette and prime cut of meat

from our butcher counter is vital to offering great service to our community. We recognize the high density of liquor licenses in the San Francisco area, but believe if approved for this license, we would act as a net positive within this new community by bringing new foot traffic to surrounding businesses and a full service grocery store that the community has requested and that is complementary to the existing offering.

We also seek to be a great neighbor within the community to both our business neighbors as well as adjacent residential neighbors. Our feedback from both businesses on the street as well as residential customers has been wonderful so far; everyone seems very excited to have a small business grocer coming in. We couldn't be more excited to be a part of this unique and historic neighborhood and look forward to serving it for many years to come!

We thank you for your consideration of our application in this matter.

Sincerely,

Luke's Local Staff and Management

A handwritten signature in black ink, appearing to be "Scott", written over a light blue circular stamp.

If you have any further question, feel free to reach out to: luke@lukeslocal.com & scott@lukeslocal.com

C: 415-633-6904

INFORMATION AND INSTRUCTIONS -

SECTION 23958.4 B&P

Instructions This form is to be used for all applications for original issuance or premises to premises transfer of licenses.

- Part 1 is to be completed by an ABC employee, given to applicant with pre-application package, with copy retained in holding file or applicant's district file.
- Part 2 is to be completed by the applicant, and returned to ABC.
- Part 3 is to be completed by the local governing body or its designated subordinate officer or body, and returned to ABC.

PART 1 - TO BE COMPLETED BY ABC

1. APPLICANT'S NAME Luke's Local Inc

2. PREMISES ADDRESS (Street number and name, city, zip code) 580 Green St., San Francisco, CA 94133

3. LICENSE TYPE 21

4. TYPE OF BUSINESS

<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Hofbrau/Cafeteria	<input type="checkbox"/> Cocktail Lounge	<input type="checkbox"/> Private Club
<input type="checkbox"/> Deli or Specialty Restaurant	<input type="checkbox"/> Comedy Club	<input type="checkbox"/> Night Club	<input type="checkbox"/> Veterans Club
<input type="checkbox"/> Cafe/Coffee Shop	<input type="checkbox"/> Brew Pub	<input type="checkbox"/> Tavern: Beer	<input type="checkbox"/> Fraternal Club
<input type="checkbox"/> Bed & Breakfast	<input type="checkbox"/> Theater	<input type="checkbox"/> Tavern: Beer & Wine	<input type="checkbox"/> Wine Tasting Room
<input type="checkbox"/> Wine only	<input type="checkbox"/> All		

<input type="checkbox"/> Supermarket	<input type="checkbox"/> Membership Store	<input type="checkbox"/> Service Station	<input type="checkbox"/> Swap Meet/Flea Market
<input type="checkbox"/> Liquor Store	<input type="checkbox"/> Department Store	<input type="checkbox"/> Convenience Market	<input type="checkbox"/> Drive-in Dairy
<input type="checkbox"/> Drug/Variety Store	<input type="checkbox"/> Florist/Gift Shop	<input type="checkbox"/> Convenience Market w/Gasoline	
<input checked="" type="checkbox"/> Other - describe: <u>Specialty Grocery</u>			

5. COUNTY POPULATION <u>875,010</u>	6. TOTAL NUMBER OF LICENSES IN COUNTY <input type="checkbox"/> On-Sale <input type="checkbox"/> Off-Sale	7. RATIO OF LICENSES TO POPULATION IN COUNTY <u>1,136</u> <input type="checkbox"/> On-Sale <input checked="" type="checkbox"/> Off-Sale
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8. CENSUS TRACT NUMBER <u>106</u>	9. NO. OF LICENSES ALLOWED IN CENSUS TRACT <u>3</u> <input type="checkbox"/> On-Sale <input checked="" type="checkbox"/> Off-Sale	10. NO. OF LICENSES EXISTING IN CENSUS TRACT <u>10</u> <input type="checkbox"/> On-Sale <input checked="" type="checkbox"/> Off-Sale
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11. IS THE ABOVE CENSUS TRACT OVERCONCENTRATED WITH LICENSES? (i.e., does the ratio of licenses to population in the census tract exceed the ratio of licenses to population for the entire county?)

Yes, the number of existing licenses exceeds the number allowed

No, the number of existing licenses is lower than the number allowed

12. DOES LAW ENFORCEMENT AGENCY MAINTAIN CRIME STATISTICS?

Yes (Go to Item #13) No (Go to Item #20)

13. CRIME REPORTING DISTRICT NUMBER <u>130</u>	14. TOTAL NUMBER OF REPORTING DISTRICTS <u>654</u>	15. TOTAL NUMBER OF OFFENSES IN ALL REPORTING DISTRICTS <u>54,049</u>
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16. AVERAGE NO. OF OFFENSES PER DISTRICT <u>82.64</u>	17. 120% OF AVERAGE NUMBER OF OFFENSES <u>99.16</u>	18. TOTAL NUMBER OF OFFENSES IN REPORTING DISTRICT <u>181</u>
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19. IS THE PREMISES LOCATED IN A HIGH CRIME REPORTING DISTRICT? (i.e., has a 20% greater number of reported crimes than the average number of reported crimes as determined from all crime reporting districts within the jurisdiction of the local law enforcement agency)

Yes, the total number of offenses in the reporting district equals or exceeds the total number in item #17

No, the total number of offenses in the reporting district is lower than the total number in item #17

20. CHECK THE BOX THAT APPLIES (check only one box)

a. If "No" is checked in both item #11 and item #19, Section 23958.4 B&P does not apply to this application, and no additional information will be needed on this issue. Advise the applicant to bring this completed form to ABC when filing the application.

b. If "Yes" is checked in either item #11 or item #19, and the applicant is applying for a non-retail license, a retail bona fide public eating place license, a retail license issued for a hotel, motel or other lodging establishment as defined in Section 25503.16(b) B&P, or a retail license issued in conjunction with a beer manufacturer's license, or winegrower's license, advise the applicant to complete Section 2 and bring the completed form to ABC when filing the application or as soon as possible thereafter.

c. If "Yes" is checked in either item #11 or item #19, and the applicant is applying for an off-sale beer and wine license, an off-sale general license, an on-sale beer license, an on-sale beer and wine (public premises) license, or an on-sale general (public premises) license, advise the applicant to take this form to the local governing body, or its designated subordinate officer or body to have them complete Section 3. The completed form will need to be provided to ABC in order to process the application.

Governing Body/Designated Subordinate Name: Board of Supervisors

FOR DEPARTMENT USE ONLY
PREPARED BY (Name of Department Employee) Ad 9/13/22 GAB

PART 2 - TO BE COMPLETED BY THE APPLICANT (If box #20b is checked)

21. Based on the information on the reverse, the Department may approve your application if you can show that public convenience or necessity would be served by the issuance of the license. Please describe below the reasons why issuance of another license is justified in this area. You may attach a separate sheet or additional documentation, if desired. Do not proceed to Part 3.

See attached.

22. APPLICANT SIGNATURE

23. DATE SIGNED

9-27-22

PART 3 TO BE COMPLETED BY LOCAL OFFICIALS (If box #20c is checked)

The applicant named on the reverse is applying for a license to sell alcoholic beverages at a premises where undue concentration exists (i.e., an over-concentration of licenses and/or a higher than average crime rate as defined in Section 23958.4 of the Business and Professions Code). Sections 23958 and 23958.4 of the Business and Professions Code requires the Department to deny the application unless the local governing body of the area in which the applicant premises are located, or its designated subordinate officer or body, determines within 90 days of notification of a completed application that public convenience or necessity would be served by the issuance. Please complete items #24 to #30 below and certify or affix an official seal, or attach a copy of the Council or Board resolution or a signed letter on official letterhead stating whether or not the issuance of the applied for license would serve as a public convenience or necessity.

24. WILL PUBLIC CONVENIENCE OR NECESSITY BE SERVED BY ISSUANCE OF THIS ALCOHOLIC BEVERAGE LICENSE?

Yes

No

See Attached (i.e., letter, resolution, etc.)

25. ADDITIONAL COMMENTS, IF DESIRED (may include reasons for approval or denial of public convenience or necessity):

Handwritten notes and signatures in the comments section, including "See Attached" and other illegible text.

26. CITY/COUNTY OFFICIAL NAME

27. CITY/COUNTY OFFICIAL TITLE

28. CITY/COUNTY OFFICIAL PHONE NUMBER

29. CITY/COUNTY OFFICIAL SIGNATURE

30. DATE SIGNED