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

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

RECEIVED BOARD OF SUPERVISORS SAN FRANCISCO 2020 SEP - 8 AMII: 30 BY\_\_\_\_\_

9/3/20

RE: Letter of Public Convenience & Necessity - 2190 Union St. San Francisco, CA 94123

To whom it may concern,

Luke's Local Inc., in preparation for opening our second full-service grocery store within San Francisco at 2190 Union St., has requested a TYPE 20 Off-Sale Beer and Wine License. We are applying for a transfer of an existing license. Our application was submitted with the SF ABC office on 8/26/20. We notified neighbors and surrounding business by sending out the required ABC mailers on 9/3/2020 and posted required signage at the premises on 9/3/2020, which will remain up for the 30-day posting period. Our proposed business hours at 2190 Union 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. 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, and a 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 neighborhood. We hope to do the same within the Cow Hollow neighborhood with the opening of our second location this November at 2190 Union St.

We currently offer a well curated selection of Wine, Beer, and Spirits at Cole St. and hope to continue this offering at Union St., limited to Wine and Beer. 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. In our nearly 4 years in business at Cole we have been a responsible retailer with no incident related to the sale of alcohol. 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 community by providing a reliable, affordable grocery which is notably missing from the surrounding area.

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 have also spoken to the convenience store directly next door to 2190 and they expressed excitement with "it's going to really revitalize this block and bring more business to all the existing retailers". We agree with this sentiment and believe the business we will bring to the block, as well as the jobs we will create within the community, can really revitalize an area that has been hit hard by the current economic environment.

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

Sincerely,

Luke's Local Staff and Management

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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

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- 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.
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  - 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 A	BC					
1. APPLICANT'S NAME	land "ye" Mananananananananananananananananananan			n managan yang sagang sana sana sana sana sana sana		
LUKE'S LOCAL, INC.						
2. PREMISES ADDRESS (Street number and name, cit		3. LICENSE TYPE				
2190 UNION ST SAN FRANC	ISCO, CA 94123-4004			20		Progenius and an and a construction of the second
Full Service Restaurant	Hofbrau/Cafeteria		Private Club			
Deli or Specialty Restaurant	Comedy Club		Veterans Club			
Cafe/Coffee Shop	Brew Pub	Tavern: Beer		Fraternal Club		
Bed & Breakfast:	Theater	Tavern: Beer & Wine		Wine Tasting Room		
Wine only All						n an an faire an fair a fair a fair a fair an fair an fair a f
Supermarket	Membership Store	Service Station		Swap Meet/Flea Market		
Liquor Store	Department Store	Convenience Market	Drive-in Dairy			
Drug/Variety Store	Florist/Gift Shop					
X Other - describe: SPECIALT	Y GROCERY	ne internance r		•		
5. COUNTY POPULATION	6. TOTAL NUMBER OF LICENSES IN C	COUNTY	7. RATIO OF LICE	NSES TO POPULA	TION IN COUNT	Y .
4,044/883,869		On-Sale Off-Sale	1,132		On-Sale	X Off-Sale
8. CENSUS TRACT NUMBER	9. NO. OF LICENSES ALLOWED IN CE		10. NO. OF LICEN	SES EXISTING IN (		
130	3	On-Sale X Off-Sale	10	·	On-Sale	X Off-Sale
11. IS THE ABOVE CENSUS TRACT OVERCONCENT X Yes, the number of existing licenses ex No, the number of existing licenses is 12. DOES LAW ENFORCEMENT AGENCY MAINTAIN	xceeds the number allowed lower than the number allowed	atio of licenses to population in the	census tract exceed	the ratio of licenses	to population for	the entire county?
X Yes (Go to Item #13)	No (Go to Item #20)	•				
13. CRIME REPORTING DISTRICT NUMBER	14. TOTAL NUMBER OF REPORTING DISTRICTS 15. TOTAL NUMBER OF OFFENSES IN					ING DISTRICTS
518	654	55,022				
16. AVERAGE NO. OF OFFENSES PER DISTRICT	17. 120% OF AVERAGE NUMBER OF	18. TOTAL NUMBER OF OFFENSES IN REPORTING DISTRICT				
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19. IS THE PREMISES LOCATED IN A HIGH CRIME F reporting districts within the jurisdiction of the local li		reater number of reported crimes the	an the average numb	per of reported crime	es as determined	from all crime
Yes, the total number of offenses in th	e reporting district equals or exce	eds the total number in iter	n #17			
X No, the total number of offenses in the		e total number in item #17	معالم معادر مع معادل معادر معاد		•	
20. CHECK THE BOX THAT APPLIES (check only one a. If " <u>No</u> " is checked in both item #11 on this issue. Advise the applicant to	and item #19, Section 23958.4			no additional ir	nformation wi	ll be needer
b. If "Yes" is checked in either item # retail license issued for a hotel, motel beer manufacturer's license, or wineg application or as soon as possible the	or other lodging establishment a rower's license, advise the appli	is defined in Section 25503.	16(b) B&P, or a	retail license is	ssued in conj	uction with
X c. If " <u>Yes</u> " is checked in either item # sale beer license, an on-sale beer an to the local governing body, or its des ABC in order to process the application	d wine (public premises) license, <u>Ignated subordinate officer or bo</u>	or an on-sale general (pub	lic premises) lice	ense, advise th	e <u>applicant to</u>	o take this
Governing Body/Designated Subordin	ale Name; BUAKD OF	SUPERVISORS				<ul> <li>A state of the second seco</li></ul>
FOR DEPARTMENT USE ONLY PREPARED BY (Name of Department Employee)	ан Хибала алаан			n yana yang mengi kelan dalam dalam dara dara dara dara dara dara dara da	-Mandager' and Patrician Statistic Stream and the second statistics	1/17
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## PART 2 - TO BE COMPLETED BY THE APPLICANT (If box #20b is checked)

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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 documention, if desired. Do *not* proceed to Part 3.

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22. APPLICANT SIGNATURE				DATE SIGNED		۱.
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The applicant named on the rev an over-concentration of license Code). Sections 23958 and 239 governing body of the area in wi days of notification of a complet Please complete items #24 to # letter on official letterhead statin	358.4 of the Busines hich the applicant pr ed application that p 30 below and certify ig whether or not the	is and Professions C remises are located, ublic convenience o or affix an official se assuance of the app	ode requires the Dep or its designated sub r necessity would be al, or attach a copy o lied for license would	artment to deny the ordinate officer or bo served by the issuan f the Council or Boa serve as a public co	application unless dy, determines w ce. rd resolution or a novenience or nec	s the local ithin 90 signed cessity.
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24. WILL PUBLIC CONVENIENCE OR NECE	No			d (i.e., letter, resolution	, etc.)	
25. ADDITIONAL COMMENTS, IF DESIRED (	may include reasons for appr	oval or denial of public conver	nience or necessity):			
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