Name: Charlie

Date Submitted: 12/04/2019 01:04 PM

Council File No: 18-1104

Comments for Public Posting: A flavor ban is a horrible mistake, and misuse of the public health system. While many vapor shop owners have been working hard to assist people with what they are finding to be a healthier lifestyle after 10+ years, public health agencies are masking a plan to send millions back to cigarettes by eliminating the healthier alternative from the market, and handing it to big pharma corporations so they can overcharge the taxpayer funded healthcare systems by about 500%. The deaths reported in the media to be caused by vaping, were actually caused by illicit drugs bought from drug dealers by people wanting to get extra high on illegal drug products, often filled with synthetic substances that cause as much or more damage than the Vitamin E-Acetate that's killing people. The FDA came out and said that it's findings were 100% of the patients studied got the mysterious lung illness from illicit THC filled counterfeit devices. So Public Health's solution to that, is eliminate all the legal FDA registered products from the market so the only option is cigarettes that payoff big time for overspending politicians due to MSA payments and bonds against those payments, which coincidentally are defaulting because too many people quit smoking, also known as bloodmoney, or counterfeit devices from a blackmarket, which is what caused the problem you're supposedly "trying to solve."

Name: Annie Tegen

Date Submitted: 12/04/2019 03:13 PM

Council File No: 18-1104

Comments for Public Posting: Dear Los Angeles City Councilmembers, Please find the attached

letter of support for an ordinance you are considering in HENPAR Committee on 12/5/19. We are proud to stand with Los Angeles families, doctors, health professionals, teachers, health advocacy organizations, city leaders and youth advocates across the City, to ask you to support a comprehensive ordinance to end the sale of all flavored tobacco products, including menthol cigarettes. We applaud you for putting the health of L.A. kids, ahead of the profits of big tobacco companies. Sincerely, Annie Tegen Annie

Tegen, MPH Director, Western Region Campaign for Tobacco-Free Kids // Tobacco-Free Kids Action Fund



1400 EYE STREET, N.W. • SUITE 1200 • WASHINGTON, DC 20005 PHONE (202) 296-5469 • FAX (202) 296-5427

Los Angeles City Council Health, Education, Neighborhoods, Parks, Arts and Rivers Committee 200 N Spring St Los Angeles, CA 90012

Dec 4, 2019

Dear City Council Members Ryu, O'Farrel and Price,

The Tobacco-Free Kids Action Fund supports the introduction and full passage of an ordinance to end the sale of all flavored tobacco products, *including menthol cigarettes*, in the City of Los Angeles.

Prohibiting the sale of flavored tobacco, including menthol cigarettes, is an important step in protecting Los Angeles children from the unrelenting efforts of the tobacco industry to hook them to a deadly addiction. For decades, tobacco companies have used flavorings to improve the taste and reduce the harshness of their products to make them more appealing to new users, almost all of whom are under age 18. The evidence is clear that menthol cigarettes and flavored tobacco products have a direct appeal to youth and make it easier for them to start smoking. Prohibiting the sale of menthol cigarettes and other flavored tobacco products will help reduce tobacco use and its devastating toll.

In recent years, there has been an explosion of sweet-flavored tobacco products, especially e-cigarettes and cigars. These products are available in a wide assortment of flavors that seem like they belong in a candy store or ice cream parlor – like gummy bear, cotton candy, wild berry and lemonade. As of 2017, researchers had identified more than 15,500 unique e-cigarette flavors available online. News stories, school administrators, and government officials have documented the growing popularity of the JUUL e-cigarette among youth, attributing its appeal to its sleek design, high nicotine content and availability of flavors. Sales of flavored cigars, meanwhile, have increased by nearly 50 percent since 2008, and flavored cigars made up more than half (52.1 percent) of the U.S. cigar market in 2015, according to Nielsen convenience store market scanner data.

These sweet products have fueled the popularity of e-cigarettes and cigars among youth. Nationally, cigar use is as popular as cigarette use among high school students, and e-cigarettes are the most commonly used tobacco product among youth in the US and in California.³ The FDA Commissioner recently stated that "E-cigarettes have become an almost ubiquitous – and dangerous – trend among youth that we believe has reached epidemic proportions."⁴ Research shows that flavors play a key role in these trends. A government study found that 81 percent of kids who have ever used tobacco products started with a flavored product. Youth also cite flavors as a major reason for their current use of non-cigarette tobacco products, with 81.5 percent of youth e-cigarette users and 73.8 percent of youth cigar users saying they used the product "because they come in flavors I like."⁵ Menthol cigarettes are also more popular among younger populations: over half of youth smokers ages 12-17 use menthol cigarettes, compared to less than one-third of smokers ages 35 and older. ⁶ Across all tobacco products, the data is clear: flavored tobacco products are overwhelmingly used by youth as a starter product, and preference for flavors declines with age.

Tobacco companies have a long history of targeting and marketing flavored tobacco products to specific populations and subgroups. Tobacco industry marketing, often targeted at minority communities, has been instrumental in

increasing the use of menthol products and in the disproportionate use of menthol products by minority groups and youth. As a result, 85 percent of African-American smokers smoke menthol cigarettes, compared to 29 percent of white smokers. Menthol cigarettes are particularly popular among youth: more than half of youth smokers use menthol cigarettes, including seven out of ten African-American youth smokers. The FDA's Tobacco Products Scientific Advisory Committee (TPSAC) estimated that by 2020, 4,700 excess deaths in the African-American community will be attributable to menthol in cigarettes, and over 460,000 African Americans will have started smoking because of menthol in cigarettes. TPSAC further concluded that "removal of menthol cigarettes from the marketplace would benefit public health in the United States."

There is also a long history of the tobacco industry targeting the LGBTQ population. For more than 20 years, the tobacco industry has targeted the LGBTQ market through direct advertisements, sponsorships and promotional events. The most infamous example of this targeted marketing of the LGBTQ community is "Project SCUM" (subculture urban marketing), a 1995 marketing plan developed by R.J. Reynolds to target the gay community in the Castro District of San Francisco. The same control of the LGBTQ representation of the LGBTQ repres

The scientific evidence leaves no doubt that flavored tobacco products – including menthol – have a profound adverse impact on public health in the United States, resulting in more tobacco use and subsequently more death and disease. The research also demonstrates that the tobacco industry is responsible for the health disparities caused by menthol cigarettes because of its targeted marketing to children and African-American communities. Prohibiting the sale of flavored tobacco products, including menthol cigarettes, will help counter these industry tactics.

By ending the sale of all flavored tobacco products, including menthol cigarettes, you will place the health of kids in Los Angeles before tobacco industry profits. Thank you for your leadership protecting youth from the harmful effects of tobacco use.

Sincerely,

Annie Tegen, MPH

Director, U.S. Western Region

Campaign for Tobacco-Free Kids // Tobacco-Free Kids Action Fund

¹ Zhu, S-H, et al., "Evolution of Electronic Cigarette Brands from 2013-2014 to 2016-2017: Analysis of Brand Websites," Journal of Medical Internet Research, 20(3), published online March 12, 2018.

² Delnevo, CD, et al., "Changes in the mass-merchandise cigar market since the Tobacco Control Act," *Tobacco Regulatory Science*, 3(2 Suppl 1): S8-S16, 2017.

³ CDC, "Youth Risk Behavior Surveillance—United States, 2017," *MMWR*, 67(8), June 15, 2018. CDC, "Tobacco Use Among Middle and High School Students—United States, 2011-2017," *MMWR*, 67(22): 629-633, June 7, 2018.

⁴ FDA News Release, "FDA launches new, comprehensive campaign to warn kids about the dangers of e-cigarette use as part of the agency's Youth Tobacco Prevention Plan, amid evidence of sharply rising use among kids," September 18, 2018, https://www.fda.gov/NewsEvents/Newsroom/PressAnnouncements/ucm620788.htm.

⁵ Ambrose, BK, et al., "Flavored Tobacco Product Use Among US Youth Aged 12-17 Years, 2013-2014," *Journal of the American Medical Association*, published online October 26, 2015.

⁶ Villanti, A., et al., "Changes in the prevalence and correlates of menthol cigarette use in the USA, 2004–2014," Tobacco Control, published online October 20, 2016

Villanti, A., et al., "Changes in the prevalence and correlates of menthol cigarette use in the USA, 2004–2014," *Tobacco Control*, published online October 20, 2016.

FDA Tobacco Products Scientific Advisory Committee (TPSAC), Menthol Cigarettes and Public Health: Review of the Scientific Evidence and Recommendations, July 21, 2011 https://wayback.archive-

it.org/7993/20170405201731/https://www.fda.gov/downloads/AdvisoryCommittees/CommitteesMeetingMaterials/Tobacco ProductsScientificAdvisoryCommittee/UCM269697.pdf

⁹ Goebel, K, et al., "Lesbians and gays face tobacco targeting," *Tobacco Control*, 3: 65-67, 1994.

¹⁰ RJ Reynolds. Project SCUM. Legacy Tobacco Documents Library. December 12, 1995. Access Date: October 19, 2002. Bates No.: 518021121/1129. http://legacy.library.ucsf.edu/tid/mum76d00.

Name: Cherry Lai

Date Submitted: 12/04/2019 09:31 AM

Council File No: 18-1104

Comments for Public Posting: Sensible regulations and not a ban on the sale of all flavored tobacco products should be considered. According to the City Attorney, the city was the first in the state to include e-cigarettes in the definition of tobacco products and the city attorney's office also led in the regulations over youth, through enforcement and education, wouldn't it be more sensible to strengthen the enforcement of the existing ordinance and the education of tobacco use. A prohibition approach to flavored nicotine vaping will not only deny adults access to products that can help them to stay away from cigarettes, but also help to create a robust black market activities. Since the legalization of cannabis products in California, the black market sales have increased and Los Angeles has been reported to be the hub of illicit tainted cannabis products, which have been shown to cause the recent lung injuries associated with vaping. "Vaping" is an action verb that takes on a subject and an object, where one can vape either water soluble e-liquid or oil containing cannabis products. To conflate the two completely different products is not an act in the interest of the public because it fails to warn the public about the real culprit of the lung injuries. Therefore, it is important to differentiate between the different categories of vaping and their intended purposes. E-cigarette was invented by a smoker for those who cannot quit smoking using the approved methods such as gums, patches, lozenges and medications. It is an adult products not intended for children or non-tobacco users. It is the last hope for smokers like myself. By banning such products, you are taking away my hope for a healthier lifestyle and condemning me to a premature death due to smoking. Much have been made about the risks of nicotine vaping. It is not risk-free; nothing in this world is without risk or harm. Nicotine vaping is a tobacco harm reduction alternative. It's risk must be viewed in comparison to cigarettes, not in and of itself in a vacuum, for cigarettes is the biggest cause of preventable deaths, accounting for 480,000 deaths a year, 1,300 deaths per day. Some have questioned the long term effects of nicotine vaping. According to Dr. Farsalinos, any consumer or pharmaceutical product that enters the market today, no one knows its exact fate in 30 years. There has been plenty of robust science done over the last 10 years since e-cigarettes went on the market for adult smokers to quit smoking. As for flavors, the most

popular argument against nicotine vaping is that "flavors hook kids" or the so-called "kid-friendly" flavors. I find this almost laughable unless a list of flavors that are exclusively liked by kids but not one single adult in the world can be provided. Why can't adults like the same flavors as kids? I like the flavor of chocolate as a kid and I still like the flavor of chocolate as a 54 years old adults. There are plenty of products out there that are marketed to adults with an emphasis on flavors, such as flavored coffee, flavored alcohols, flavored energy drinks and gels. Why hasn't anyone accuse any of those industries of trying to hook a whole new generation to caffeine or alcohol? Another big disservice done to everyday vapers is that no one bothers to take the time to really talk to them and ask them why flavors are so important in their making the switch from cigarettes to nicotine vaping. Everyday vapers are brushed aside as anecdotes. Their personal accounts of a healthier life are devalued as trading one addiction for another addiction. As smokers they were marginalized and stigmatized, and now as vapers, they are demonized because of the misinformation and lies, such as vaping is the same or worse than smoking, perpetrated by anti-vaping groups and organizations. Vaping is not smoking, for the latter involves combustion, and it is the smoke and the tar that kill, not the nicotine. For me, the biggest hypocrisy is that cigarettes are allowed to be on the market while flavored nicotine vapor products are to be banned because as of today, underaged smoking still exists and I have yet to witness any uproar by any of the anti-vaping group/organization against cigarettes on the level that it has on flavored nicotine vapor products. Moreover, it has been shown in studies and the closing statement from SD Supervisor Gaspar that a majority of teens get their flavored vaping products from informal sources such as social media platforms, friends and families. Some even buy the said products from the black market. Again, I support any sensible regulations on flavored tobacco products, such as limiting the sales of the said products to adult only retailers and creating a buffer zone around sensitive sites, such as schools and playgrounds, for flavored nicotine vaping is for adults to stay away from cigarettes and for adults who wish to quit smoking. Please do not take away my access to these products.



21 & DONE!

A REAL PLAN TO RAISE THE AGE &

BE DONE WITH YOUTH ACCESS &

BE DONE WITH YOUTH MARKETING

VTA CALLS ON REGULATORS & LEGISLATORS TO IMPLEMENT 21 & DONE! A COMPREHENSIVE PLAN TO ADDRESS UNDERAGE USE OF E-CIGARETTES

SAYS HHS' and FDA's PLANNED FLAVOR BAN IS NOT A REAL SOLUTION FOR YOUTH USE AND COMPLETELY IGNORES THE CURRENT DANGER POSED BY BLACK MARKET THC PRODUCTS

21 & DONE Would Be the First Serious Action by Government to Limit Youth Access to E-Cigarettes and End "Marketing to Youth" While Also

Saving 14,000 American Vapor Small Businesses and the 166,000 Jobs That They Create

On September 25, 2019, the Vapor Technology Association (VTA) called on the Trump Administration, the Food & Drug Administration, the Federal Trade Commission and Congress to implement a comprehensive plan to ensure controlled distribution of all tobacco products, including e-cigarettes, and to impose real limits on access and appeal of all tobacco products to youth.

But, the Department of Health and Humans Services (HHS) continues to announce publicly that the Administration is going to "sweep the market" of all flavored e-cigarettes while making no changes to how deadly cigarettes are sold.

Importantly, the "sweeping" of the market or what HHS and FDA refer to as a "temporary" ban on flavors will result in the *permanent closure* of nearly 14,000 American small businesses and the loss of more than 150,000 American jobs.

Why? Very simply: the American vapor industry is made up of a new supply and distribution channel that is independent of the traditional cigarette distribution channel. The new American vapor channel has thousands of manufacturers and distributors which sell a wide variety of FDA-regulated, flavored nicotine products through 11,500 retail vape shops to approximately 13 million adults who rely on those flavors to quit and/or reduce smoking cigarettes. The distribution chain typically sells products to adult consumers at the ratio of 90% flavored and 10% tobacco/mint/menthol flavors. There is no business model that would enable this chain, particularly vape shops, to remain open if only "tobacco, mint and menthol" flavors remain.

The economic impact will be dramatic. Today, the American vapor industry is competing with the cigarette industry by creating \$24.5 billion in total economic impact; \$7.5 billion in wages generated for American workers; and \$15 billion in federal, state and local taxes. A flavor ban takes that away – virtually overnight. Market competition will be virtually eliminated, product selection will be limited, and worst of all adult smokers and former smokers will have no choice other than to start smoking again or resort to an unregulated and dangerous black market or DIY market.

Fortunately, many alternatives to a flavor ban exist to directly address youth vaping, while preserving e-cigarettes as a alternative for adults to smoking deadly cigarettes and preserving 14,000 American small businesses. Those alternatives are laid out in 21 & DONE!

*https://vaportechnology.org/wp-content/uploads/2019/09/Vapor-Industry-Economic-Impact-Study-by-Dunham-Associates-2019-Updated.pdf





21 & DONE! A COMPREHENSIVE PLAN TO ADDRESS UNDERAGE USE OF E-CIGARETTES

The Vapor Technology Association (VTA) calls on the Trump Administration, the Food & Drug Administration, the Federal Trade Commission and lawmakers to come together to implement "21 & DONE!" a plan that would raise the age to 21, implement 21 direct bans/restrictions on youth marketing, and impose 9 serious limitations on youth access to e-cigarettes and vapor products. Implementing all of these real solutions and restrictions will demonstrate that we are **done** with youth access and marketing.

1. <u>"Tobacco 21" - Raise the age from 18 to 21 to purchase tobacco and nicotine vapor products, instead of restricting flavors.</u>

Rationale: Nearly 90% of minors obtain vapor products from schoolmates, friends, family, and others, and public health experts say that raising the age to purchase will have the greatest impact in keeping all tobacco products, including vapor products, out of the hands of minors. Leader McConnell has introduced his bill to accomplish this goal, and with support, this major piece of legislation to curtail youth access to tobacco products will be signed this year.

2. <u>Implement 21 Strict Marketing Standards to prevent nicotine vapor products from being marketed to or attractive to youth.</u>

Rationale: VTA created the industry's first marketing standards in January 2018. Industry agrees that vapor products should not be marketed to youth. Imposing strict marketing, advertising, labeling and packaging restrictions is the only way to address the real issue. Some of the following provisions go further than other age-restricted industries and should be applied to *all* tobacco products, including vapor products:

- (1) Ban print advertising except in adult-only publications or media (adults are >85% of audience).
- (2) Ban advertising and/or sponsorship at stadiums, concerts, sporting or other public events that are not primarily targeted to adults (adults are >85% of audience)
- (3) Ban offers of any school or college scholarships by any company selling tobacco products.
- (4) Ban television advertising of any tobacco products, including any vapor products.
- (5) Ban the use of the terms "candy" or "candies" or variants in spelling, such as "kandy" or "kandeez," "bubble gum," "cotton candy," "gummi bear," "milkshake," and "cake" or "cakes" or variants such as "cupcake."
- (6) Ban the use of packaging, trade dress or trademarks that imitate those of food or other products primarily targeted to minors such as candy, cookies, juice boxes or soft drinks.
- (7) Ban the use of packaging that contains images of food products primarily targeted to minors such as juice boxes, soft drinks, soda pop, cereal, candy, or desserts.
- (8) Ban the use of packaging that imitates a consumer product designed or intended primarily for minors
- (9) Ban the use of cartoons or cartoon characters.
- (10) Ban the use of images or references to superheroes.

21 & DONE!

- (11) Ban the use of any likeness to images, characters, or phrases that are known to appeal primarily to minors, such as "unicorn".
- (12) Ban the use of references to video games, movies, videos, or animated television shows known to appeal primarily to minors.
- (13) Ban advertising and marketing that makes any reference to the product as a smoking cessation device or as a product that may be used to quit smoking.
- (14) Ban advertising and marketing that makes a claim of therapeutic value, as being safe or healthy for consumers, or as not producing secondhand health effects.
- (15) Ban advertising and marketing that makes uses modified risk descriptors or claims such as "light," "low," and/ or "mild", having no ash or smoke, having no tar, being less harmful, posing lower risk of disease or as containing reduced or zero levels of harmful ingredients.
- (16) Ban advertising that does not accurately represent the ingredients contained in the products.
- (17) Ban the use of health professionals to market or otherwise endorse a tobacco product, directly or indirectly.
- (18) Ban the use of contracted spokespeople or individuals that do not appear to be at least 25 years of age.
- (19) Ban advertising on outdoor billboards near schools and playgrounds.
- (20) Ban sales of products without warning labels protecting youth such as "Sales to Minors Prohibited" or "Underage Sales Prohibited" and/or "Keep Out of Reach of Children".
- (21) Ban sales of products with advertising that is not accurate or is misleading.

3. Close Loopholes by Banning Sales on Third-Party Marketplaces like Alibaba, Amazon, eBay, et al.

Rationale: Third party sales from unregulated, unlicensed tobacco product distributors are not age verified. Third-party online sellers should be prohibited from allowing the sale or re-sale of nicotine-containing products and allowing the sale or re-sale of unregulated cannabis or THC vaping products, including any packaging for unregulated cannabis or THC vaping products. The FTC and FDA should immediately demand that third-party sellers remove all such products from their marketplaces, block the sale of any such products in the future, and actually enforce that policy going forward. Congress should act accordingly. Without strict enforcement, such platforms can provide a third-party sales channel for counterfeit products, unregulated cannabis and THC products, and packaging or other materials that enable black market sales of illicit products.

4. <u>"Three Strikes and You're Out" for any retailer accumulating three violations in three years for</u> selling nicotine vapor products to minors lose the right to sell nicotine vapor products.

Rationale: Enforcement has not kept up with the times. This must change. Today, all retailers, including convenience stores and gas stations, can be cited for selling tobacco products to minors seven (7) times in a three-year period before losing the ability to sell tobacco products. Three strikes in three years is serious and necessary enforcement.

5. Restrict Sale of "Super High Nicotine" Products to Adult-Only Stores.

Rationale: Prior to 2018, flavors had been available for sale in the U.S. without any material increase in vaping. The spike in youth vaping appears associated with the wide-spread introduction of a super high nicotine concentration — a product containing a concentration of nicotine higher than 50 milligrams per milliliter. While these "super high nicotine" products can help adult smokers quit

21 & DONE!

smoking combustible cigarettes, restricting such a product to adult-only stores would dramatically limit youth access and potential addiction.

6. <u>Tax, Enforce & Educate. Impose taxes and/or user fees to pay for education and enforcement by implementing a 3% ad valorem tax and/or user fees on vapor products instead of restricting flavors.</u>

Rationale: Taxes create a significant deterrent to youth use of tobacco products. Imposing an ad valorem tax on vapor products and/or user fees would provide FDA more resources to better enforce the laws and conduct anti youth-vaping education campaigns.

7. <u>Ban Self Service Displays. Require all tobacco products, including vapor products, to be behind a counter or in a locked display and accessible only by an employee.</u>

Rationale: Requiring employee assistance will limit and discourage youth access.

8. <u>Point of Sale Age Verification. Require use of third-party age verification software or technology for all online sales and all brick and mortar sales.</u>

Rationale: Eliminate potential purchaser fraud and/or employee error and fake IDs by implementation of third-party software or technology that can verify age and identity.

9. Brick & Mortar Warning Signs. Tobacco product retailers must display signage indicating that (a)
"Unaccompanied Minors Are Not Allowed on Premises" or (b) "Products are Not for Sale to Minors" or (c) "Underage Sale Prohibited."

Rationale: Warning signs deter youth. Each clear statement makes it harder for youth to access.

10. End "Straw Man" Sellers. Make it illegal for any person who is not a licensed tobacco product dealer to sell, barter for, or exchange any tobacco product.

Rationale: Close to 90% of youth purchases of tobacco products come from social sources (i.e., friends, family, and adults – even strangers – who legally buy those products). Penalizing straw purchasers is a must since this is the primary point of access for underage users.

11. End Bulk Sales. Prohibit the retail sale of more than 2 devices or 5 packages/bottles of e-liquids in one transaction.

Rationale: Illegal straw man sellers buy in bulk. This practice should be prohibited for both online and brick and mortar retailers to thwart illicit trade.

About the Vapor Technology Association: The Vapor Technology Association is the U.S. non-profit industry trade association whose 1000+ members are dedicated to innovating and selling high quality vapor products that provide adult consumers with a better alternative to traditional combustible cigarettes. VTA represents the industry-leading manufacturers of vapor devices, e-liquids, flavorings, and components, as well as the largest wholesalers, distributors, importers, and e-commerce retailers, in addition to hundreds of hard-working American brick-and mortar retail store owners throughout the United States.

Name: Chris becerra

Date Submitted: 12/04/2019 09:34 AM

Council File No: 18-1104

Comments for Public Posting: The overwhelming data from international studies shows that

electronic cigarettes are a far safer alternative to combustible tobacco. Without flavors you take away my right to chose. And if

your concern was truly about children then why are you not

banning flavored vodka and whiskey?

Name: Dan Nowell

Date Submitted: 12/04/2019 09:56 AM

Council File No: 18-1104

Comments for Public Posting: I beg you to not move forward with this flavor ban! I haven't

smoked a cigarette in years, and I attribute my success to having different e-liquid flavors available to me. That's the whole point of vaping - it tastes different from tobacco/cigarettes. Once you make the switch to vaping the thought of tasting tobacco or cigarettes again is extremely off-putting. Smoking rates are falling

cigarettes again is extremely off-putting. Smoking rates are falling thanks to vaping! It's saving lives. Please give it a chance. Thank

you for your consideration.

Name: Laurence

Date Submitted: 12/04/2019 10:37 AM

Council File No: 18-1104

Comments for Public Posting: Please reconsider the banning of flavors in LA. I quit using flavored vapor products. I started smoking cigarettes at 15. couldn't quit no matter what i tried. I initially switched to a cig-a-like device that replicated tobacco taste. Hated it and just made me want to go back to smoking which i did. As soon as flavors hit the market, i was able to completely transition to vapor products starting with high nic strength now down to 3mg nic using a toasted marshmallow flavor(im 28). I now feel better then ever quitting thanks to flavors. I haven't had a cigarette now for over 5 years coming from a pack a day. If you ban flavors you will create a DIY black market which is where all these lung issues are coming from already(Black Market THC products containing vitamin E Acetate). So ban flavors making more of a black market? How does that make any sense? When has prohibition ever worked? and if you say it out loud how silly does "mango flavor is banned" sound? This product is saving lives by helping adult smokers quit. What we need is enforcement and regulation not outright bans. And if there is a ban? Why are tobacco products out in the market and not even being discussed. Vapor product deaths=0. combustible smoker deaths = 1,300everyday and 480.000/year. So the vapor industry is literally diminishing this #, and you want to ban it? Sounds like corruption to me. Who ever reads this, which i hope someone does, Please do your research and see that big tobacco is doing everything possible to relinquish this industry so they can keep people smoking and sick off cigarettes. Right now you have a choice to do what's right, and we all know that this is a product that is part of the future and has been the only successful option for quitting since the day cigs hit the market. Do the right think here please and thank you!

Name: Seth

Date Submitted: 12/04/2019 11:11 AM

Council File No: 18-1104

Comments for Public Posting: ?I am writing you in strong opposition of any flavor ban in vapor products. This will do nothing for the "epidemic" that has been drummed up. A STRONG majority of teens are proven to be using Juul based on this years youth tobacco survey.? ?When Juul eliminated their creme and mango flavors; teens simply moved to mint, and when mint is gone they will move to tobacco flavor. The thing you all seem to be ignoring is that they don't care about flavor, they care about the ultra potent nicotine strength that salt nic? (like Juul) possesses! Flavors have nothing to do with their decision making process! It does however matter to over 12 million adults who have used flavored products to kick a deadly habit of smoking. ?Clearly if you are abstaining from something; you shouldn't use a product that is trying to mimic the flavor of said product you are abstaining from. This is why flavors work for sooooo many adults!! Adults like flavors, they like options and it is proven to be exponentially? more successful in getting adults to stop smoking. Your intention may be good but the solution doesn't work for your case. There are many other ways to go about this to restrict teens. Not to mention how incredibly hypocritical it is that tobacco remains on the market to kill.

Name: JG

Date Submitted: 12/04/2019 11:20 AM

Council File No: 18-1104

Comments for Public Posting: I do not believe that an outright ban on flavored e-cigarette

products is the proper way to handle this situation. More restrictions on how or where these products are sold would be a far more reasonable solution. For instance, I do not believe flavored vape products have any business being sold at convenience stores. Limiting the sale of flavored products to specialized stores would keep children from having access to them as well as allowing adults to continue having the option. Personally speaking, switching to e-cigarettes improved my quality of life significantly and a big reason I switched was the variety of flavored options. In fact, I've never bothered with the tobacco flavored options because they taste terrible. I've since quit smoking/vaping entirely but I'd hate to see adults stick to, or switch back to smoking regular cigarettes as a result of a ban.

Name: Jay Oku

12/04/2019 11:32 AM **Date Submitted:**

Council File No: 18-1104

Comments for Public Posting: Esteemed City Council Representatives, I am writing today in opposition of the flavor ban, thank you in advance for carefully reading my reasons why. First, we can agree that we do not want youth using nicotine products. Our goal should be to offset the 480k annual deaths in America caused by cigarettes, not ban a technology that has been recognized by numerous unbiased medical associations (see link below) to have the potential to do so, while also curbing youth use. My solution is simple and along the lines of what Utah recently passed

https://www.sltrib.com/news/2019/10/22/vape-shops-take-utah/: 1. Restrict sales to heavily enforced Adult Only Responsible Retail Establishments (Specialty Vape Shops) 2. Increase penalties and fees on retailers that sell to minors along with straw buyers where kids are getting these products from, with revocation of licenses on the 3rd offense 3. All stores must post warnings about the dangers of unregulated THC products What is critical to the safety of minors and adults alike is that you Don't use Prohibition to cause a Black Market that will go unregulated without any quality manufacturing standards or age verification. Juul has removed their flavors from the market yet has seen steady growth in their sales for a reason; minors are looking for a buzz, they don't care as much about flavors and they buy Juul because they have the highest nicotine formulation on the market at 50+mg in a discreet closed system vs. other vapor products in refillable systems (Open Systems) that go up to 24mg. Adult Smokers on the other-hand are disassociating nicotine from the taste of tobacco and are consulted in these specialty shops to ween their nicotine levels down. The most popular nicotine on the Open System market is 3mg - 6mg and in an order of popularity of flavors for adults in a 59k user study on adults were 1. Fruit 2. Desert 3. Beverage 4 Mint/Menthol 5. Tobacco (study in the link below). The CDC confirmed that ALL of the cases of EVALI were caused by Black Market THC products, not the traditional nicotine ecigarettes that have been on the market all over the world for over ten years. As an elected official making a massive decision that could place public service legacies on the wrong side of history when the science and corruption are exposed from numerous lawsuits that will come from a flavor ban, I sincerely hope you are aware that the CDC Foundation, American Heart

Assoc., American Lung Assoc., Truth Initiative, Campaign for Tobacco Free Kids (that Bloomberg just gave \$160m to for flavor bans) all exist on Tobacco Revenue from the 1998 Master Settlement Agreement and as smoking rates decline, because of this technology, they are scrambling to eliminate it for their survival. Here is a link to 380 studies (https://tinyurl.com/v9huvfh) that illustrate that ENDS are 2x more effective to help Adult Smokers guit and a magnitude of order less harmful than the 7000+ chemicals that are inhaled from combustible tobacco. Yet, Health Groups that America has been conditioned to believe, are nefariously pushing abstinence over harm reduction. These groups are also heavily funded by Pfizer, manufactures of Chantix Nicotine Replacement Therapy and the other Pharma giants that want to see this Solution to the Tobacco Problem disappear because the grass roots industry (not Big Tobacco) has effectively converted over 13 million Adult Smokers and its killing their profits. Public Health Groups are actively deceiving the American Public to protect their Funding and pushing less effective abstinence over Harm Reduction knowing that smokers will continue smoking. We all know that it is far more profitable to treat the sick and that Pharma controls medical institutions, Public Health narratives, the media and the majority of politicians. Please don't be a Pharma puppet. Look out for your constituents and support Public Health over Profits and Politics. I anticipate they will again bus in children to the hearing tomorrow and come in force because it is all being orchestrated by groups that stand to lose the most should this technology prevail. It is truly a sad state of affairs when the public can not trust the system. Thank you for taking my comments into consideration and regulate don't cause a Black Market in Los Angeles. Attached is a comprehensive Policy Makers guide to Tobacco Harm Reduction. Respectfully, Jay Oku

TOBACCO HARM REDUCTION 101:

A GUIDEBOOK FOR POLICYMAKERS

BY LINDSEY STROUD



Tobacco Harm Reduction 101: A Guidebook for Policymakers

BY LINDSEY STROUD

Today, only about 15 percent of Americans smoke tobacco, about 34.3 million people

The CDC estimates "more than 16 million Americans live with a smoking-related disease"

During the past 30 years
the THR approach has
successfully helped
millions of smokers
transition to less-harmfu
alternatives

INTRODUCTION

During the past half-century, tobacco cigarette smoking rates have been declining in America. In 1965, 42 percent of U.S. adults, approximately 52.2 million individuals, smoked tobacco cigarettes. Today, only about 15 percent of Americans smoke tobacco, about 34.3 million people.¹

Despite the decline in smoking rates, the costs associated with smoking tobacco remain high. The Centers for Disease Control and Prevention (CDC) estimates "more than 16 million Americans live with a smoking-related disease." Illnesses caused by combustible tobacco cigarettes, such as cancer and emphysema, cost the United States "more than \$300 billion each year," including \$170 billion in direct medical care costs and \$156 billion in lost productivity.

Although individuals should be free to make their own decisions about tobacco cigarettes, it's undeniable that in America's health care system, the costs are not borne only by individual smokers. In many cases, taxpayers end up footing the bill through a variety of government programs, especially Medicare and Medicaid. Thus, it's reasonable for policymakers, health care professionals, and patient groups to desire a reduction in costly smoking-related illnesses.

For decades, policymakers and public health officials looking to reduce smoking rates have relied on strategies such as emphasizing the possibility of death related to tobacco use and implementing tobacco-related restrictions and taxes to motivate smokers to quit using cigarettes. However, there are much more effective ways to reduce tobacco use than relying on government mandates and "quit or die" appeals.

During the past 30 years, the tobacco harm reduction (THR) approach has successfully helped millions of smokers transition to less-harmful alternatives. THRs include effective nicotine delivery systems, such as smokeless tobacco, snus, electronic cigarettes (e-cigarettes), and vaping. E-cigarettes and vaping devices have emerged as especially powerful THR tools, helping nearly three million U.S. adults quit smoking from 2007 to 2015.

E-cigarettes and vaping devices were introduced in the United States in 2007, and since that time, their effectiveness and safety have been questioned by many policymakers and public policy organizations, despite ample evidence proving their efficacy and public health benefits. Rather than focusing on their potential for reducing smoking of healthharming combustible tobacco cigarettes, policymakers have erroneously equated e-cigarettes with combustible tobacco cigarettes, ignoring crucial differences.

This policy booklet aims to educate key stakeholders, including policymakers, about THR products, specifically e-cigarettes and vaping devices. It also addresses the many myths and false assertions regularly made about e-cigarettes, including myths about "popcorn lung," formaldehyde, and youth vaping, helping lawmakers make well-informed decisions when considering proposed laws and regulations.

2



Research overwhelmingly shows the smoke created by the burning of tobacco, rather than the nicotine, produces the harmful chemicals found in combustible cigarettes.

There are an estimated 600 ingredients in each tobacco cigarette, "and when burned, [they] create more than 7,000 chemicals."

Nicotine does not cause cancer, nor does it contribute to the development of pulmonary disease or cardiovascular disease.

Accurate analyses of the harms of combustible tobacco cigarettes distinguish between the potential problems associated with tobacco, the smoke and chemicals released by tobacco when it is burned, and the nicotine in tobacco. This distinction is especially vital for today's policymakers to understand, because although e-cigarettes and other THR tools often do contain nicotine, they do not contain most of the harmful ingredients linked to tobacco.

Research overwhelmingly shows the smoke created by the burning of tobacco, rather than the nicotine, produces the harmful chemicals found in combustible cigarettes.4 There are an estimated 600 ingredients in each tobacco cigarette, and "when burned, [they] create more than 7,000 chemicals."5 As a result of these chemicals, cigarette smoking is directly linked to cardiovascular and respiratory diseases, numerous types of cancer, and increases in other health risks among the smoking population.6

Tobacco harm reduction products—including smokeless tobacco, snus, e-cigarettes, and vaping devices—that are already on the market in the United States effectively deliver nicotine without the risks associated with burning tobacco.

Although nicotine in tobacco is the main reason individuals get hooked on smoking tobacco cigarettes, the nicotine itself is not considered a highly hazardous drug. Nicotine does not cause cancer, nor does it contribute to the development of pulmonary disease or cardiovascular disease.⁷

Nicotine is considered a mild stimulant and/or relaxant. It has many of the same properties as caffeine, a highly addicting substance that's safely consumed by tens of millions of Americans every single day in a wide variety of products. Both nicotine and caffeine enhance concentration and mental performance, produce a sense of well-being, and elevate mood. Both raise heart rates and blood pressure levels temporarily during use. Additionally, abstinence after regular use of both these substances can be difficult and even "unachievable for many users."8

No Serious Harm from Nicotine

There is no significant scientific evidence connecting major health problems with the use of nicotine alone. However, because nicotine enters the body along with many harmful chemicals while smoking combustible cigarettes, many erroneously believe that it is the nicotine in cigarettes that causes hazardous health conditions such as cancer.

According to Raymond Niaura, Ph.D. ... existing evidence "indicates that nicotine itself, while not completely benign, carries substantially lower risks than smoking."

> Niaura noted "that even very high doses of medicinal nicotine

> > had little effect on

cardiovascular function."

Swedish men, who have the highest rate of smokeless tobacco use in Europe and the lowest smoking rate, "also have the lowest rates of lung cancer and other smoking-related diseases in Europe.

According to Raymond Niaura, Ph.D., professor of social and behavioral sciences at New York University's College of Global Public Health, existing evidence "indicates that nicotine itself, while not completely benign, carries substantially lower risks than smoking." This conclusion is shared by the U.S. surgeon general and the U.K. Royal College of Physicians, which agrees "nicotine, while addictive, is not the primary cause of smoking-related diseases." ¹⁰

In a comprehensive study of nicotine health effects, Niaura noted "that even very high doses of medicinal nicotine had little effect on cardiovascular function." Emphasizing "a continuum of harm among combustible and noncombustible, nicotinecontaining products," Niaura urged the use of alternative nicotine products, with "the goal of moving users away from the most addictive, appealing and toxic combustibles to less harmful alternatives — ideally FDAapproved [modified-risk tobacco products.]"11

Lessons Learned from Smokeless Tobacco

Smokeless tobacco products have been consumed for several centuries. At one point, they were even the preferred method of tobacco consumption. According to Brad Rodu, Ph.D., a Heartland Institute senior fellow and the endowed chair in tobacco harm reduction research at the University of Louisville, smokeless tobacco remained "the most dominant form of tobacco used in the U.S. until early in the 20th century." ¹²

Today, the most popular forms of smokeless tobacco are moist snuff, chewing tobacco, and Swedish and American snus.

Smokeless tobacco poses much lower health risks than smoking, despite containing nicotine. A 2009 Biomed Central study analyzed "all the epidemiological evidence linking smokeless tobacco use and cancer." Using data from 89 studies, the authors identified "the relative risk of cancer among smokeless tobacco users, compared with non-users of nicotine."13 The study found "very little evidence" of smokeless tobacco producing elevated cancer risks. Another review of the epidemiologic studies, conducted in 2011, found snus and smokeless tobacco use to be "99% less hazardous than smoking."14

The widespread use of snus in Sweden highlights the lack of harm associated with nicotine used apart from combustible tobacco cigarettes. If nicotine does cause cancer, "one would expect snus use to be associated with increased risk of lung cancer and many other cancers." However, Swedish men, who have the highest rate of smokeless tobacco use in Europe and the lowest smoking rate, "also have the lowest rates of lung cancer and other smoking-related diseases in Europe." 15

E-Cigarette Basics

Electronic cigarettes and vaping devices are effective, safe, and highly popular nicotine delivery devices. E-cigarettes create a vapor "generated by heating a solution containing water, nicotine, propylene glycol, vegetable glycerin and typically also some flavoring." ¹⁶

E-cigarettes were first introduced in the United States in 2007 by Ruyan, a Chinese manufacturer.¹⁷ Soon after their introduction, Ruyan and other brands began to offer the first generation of e-cigarettes, called "cigalikes." These devices provide users with an experience that simulates smoking traditional tobacco cigarettes. Cig-alikes are typically composed of three parts: a cartridge that contains an e-liquid, with or without nicotine; an atomizer to heat the e-liquid to vapor; and a battery.

In later years, manufacturers added second-generation tank systems to e-cigarette products, followed by larger third-generation personal vaporizers, which vape users commonly call "mods." These devices can either be closed or open systems.

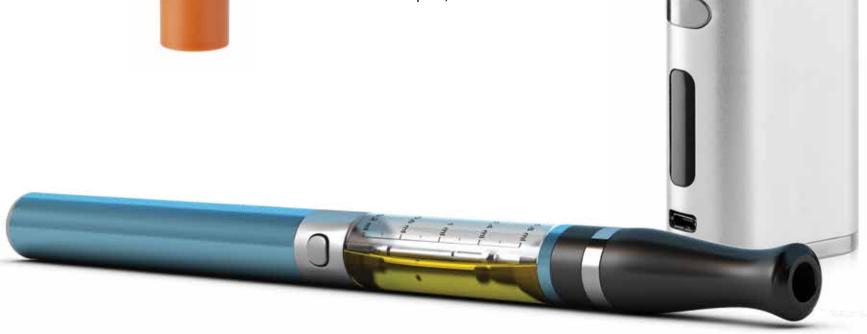
Closed systems, often referred to as "pod systems," contain a disposable cartridge that is discarded after consumption. Open systems contain a tank users can refill with e-liquid. Both closed and open systems utilize the same three primary parts included in cigalikes—a liquid, an atomizer with a

heating element, and a battery—as well as other electronic parts. Unlike cig-alikes, "mods" allow users to manage flavorings and the amount of vapor produced by controlling the temperature that heats the e-liquid.

Mods also permit consumers to control nicotine levels. Current nicotine levels in e-liquids range from zero to greater than 50 milligrams per milliliter (mL).¹⁹ Many users have reported reducing their nicotine concentration levels after using vaping devices for a prolonged period, indicating nicotine is not the only reason people choose to vape.



6



Public Health Benefits of E-Cigarettes

been examined extensively over the past several years, and numerous public health organizations have found these products to be significantly less harmful than tobacco cigarettes, with some urging their use as replacement for combustible tobacco.²⁰

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estimated if all Medicaid recipients who smoke tobacco cigarettes had switched to e-cigarettes by 2012, savings to Medicaid would have amounted to \$48 billion in 2012.

- In 2015, Public Health England found e-cigarettes to be "95 percent less harmful than cigarettes."²¹
- In 2016, the Royal College of Physicians determined the "long-term health risks associated with smoking [e-cigarettes] ... are unlikely to exceed 5% of those associated with smoked tobacco products."²²
- In 2018, the National Academies of Sciences, Engineering, and Medicine found "substantial evidence that completely switching from regular use of combustible tobacco cigarettes to e-cigarettes results in reduced short-term adverse health outcomes in several organ systems."²³
- In June 2019, the American Cancer Society "found that e-cigarette use is likely to be significantly less harmful for adults than smoking regular cigarettes."²⁴

Because e-cigarettes and vaping devices do not contain many of the harmful ingredients included in tobacco products, their widespread use as a replacement for tobacco would provide substantial public health benefits and reduce state and federal health care spending.

For example, Medicaid recipients smoke at twice the rate of privately insured persons, costing the program an estimated \$39.6 billion annually.²⁵ J. Scott Moody, chief executive officer and chief economist at State Budget Solutions, examined the effects of e-cigarettes on Medicaid spending in a 2015 *Policy Analysis*.²⁶ Moody estimated if all Medicaid recipients who smoke tobacco cigarettes had switched to e-cigarettes by 2012, savings to Medicaid would have amounted to \$48 billion in 2012.

In a 2017 *Policy Study* published by the R Street Institute, Associate Fellow Richard B. Belzer examined the potential financial impact to Medicaid costs in a scenario in which varying degrees of Medicaid recipients switch from using combustible tobacco cigarettes to electronic cigarettes or vaping devices.²⁷ Belzer used a sample size of "1% of smokers [within] demographic groups permanently" switching. Using this analysis, Belzer estimated Medicaid savings "will be [in 25 years] approximately \$2.8 billion per 1 percent of enrollees" who switch.28



Cigarette smoking has for centuries been a feature of military life. and cigarettes remain a popular commodity on military bases. In fact, during World War II and at other times in U.S. history, the military supplied soldiers with tobacco cigarettes. No doubt the dangerous nature of military service has made cigarette smoking a welcomed comfort.

As a result of the pro-tobacco culture on military bases, military service members have historically smoked tobacco at rates higher than the general population. In 2011, 24.5 percent of service members reported cigarette use in the past 30 days, compared to 20.6 percent of civilians.²⁹

However, in recent decades, the military has attempted to limit smoking, in large part because the federal government spends a significant amount of money on tobacco-related health care problems. According to data from the U.S. Department of Defense, "tobacco use costs the military about \$1.6 billion annually."30

Research shows the military's efforts are paying off, and e-cigarettes are likely a big part of the progress that has been made.

In 2018, the Rand Corporation, in a study titled *Health Related* Behaviors Survey Substance Use Among U.S. Active-Duty, found 35.7 percent of service members surveyed reported trying e-cigarettes.31 Further, 12.4 percent said they had used e-cigarettes within the past month, and 11.1 percent indicated they are everyday users of e-cigarettes.

Rand's analysis also determined while there has been an increase in e-cigarette use, there has also been a decrease in tobacco smoking rates. Rand found in 2018 only "13.9 percent of service members were current cigarette smokers, and 7.4 percent smoked cigarettes daily"significantly lower rates than those recorded in 2011.

Additionally, among the general population during the same period, 16.8 percent of Americans reported smoking tobacco cigarettes, and 12.9 percent said they are daily smokers, indicating military service members are now smoking combustible tobacco cigarettes at lower rates than the general public while consuming e-cigarettes at a higher rate.³²

Rather than limit THR products for the millions of adult smokers addicted to combustible cigarettes, policymakers should embrace and promote the use of e-cigarettes. These products have served as effective tobacco cessation devices that have been proven repeatedly to improve public health.

9

notable public health achievements associated

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One of the most

the U.S. military.

consuming e-cigarettes at

with e-cigarettes is that they have likely helped to reduce cigarette smoking rates among members of

E-Cigarette Economics

E-cigarettes began being sold in the United States in 2007. A study in the *American Journal of Preventative Medicine* found in 2013 sales of all e-cigarette products recorded by convenience stores and food, drug, and mass merchandisers totaled \$642 million, a 150 percent increase compared to 2012.³³ (The study did not include sales at tobacco and vape shops.)

By the end of 2015, the U.S. retail e-cigarette industry "was worth an estimated \$3.7 billion." As of April 2019, there were more than 3,770 e-cigarette companies registered with the Food and Drug Administration.

It wasn't until 2012 that major tobacco companies, noting this growing market, began selling e-cigarettes. Lorillard Tobacco Co. purchased Blu eCigs for \$135 million in 2012.³⁴ In 2014, R.J. Reynolds and Altria introduced e-cigarette brands Vuse and MarkTen, respectively.³⁵ By the end of 2015, the U.S. retail e-cigarette industry "was worth an estimated \$3.7 billion."³⁶ As of April 2019, there were more than 3,770 e-cigarette companies registered with the Food and Drug Administration (FDA) as tobacco establishments.37

THR products have significantly benefitted state and local economies. One analysis found vape shops "generate annual non-online sales of more than \$300,000 per store" and average \$26,000 in monthly sales.³⁸

A study of vape shops in the San Francisco Bay area found they employ, on average, three workers per store, with shops ranging from two to eight employees.³⁹ And the industry is only expected to grow in the coming years. One market analysis by Prescient & Strategic Intelligence determined the global e-cigarette market is estimated to reach \$44.6 billion by 2023.⁴⁰

10

Many opponents of e-cigarettes and vaping have made vague claims about these products being under-regulated or completely unregulated, but these assertions are often misleading or completely false.

FDA DEEMING **REGULATIONS:**

- August 8, 2016: No New e-cigarette product, including flavors and nicotine products, can be sold in the U.S. without first receiving a premarket tobacco application (PMTA) approval.
- Estimated costs of each PMTA = \$330,000
- Restricts sales of e-cigarettes aged 18 or older
- Bans e-cigarette distribution in vending machines
- Requires child-resistance packaging for every e-cigarette product

Current E-Cigarette Regulations

Going back more than a decade, Governments have been regulating e-cigarette and vaping devices. In 2008, FDA tried to ban imports of e-cigarettes. FDA officials argued they were unapproved drug delivery devices. FDA then blocked a shipment of e-cigarettes by Sottera, Inc., the manufacturer of NJOY, an early cig-alike.

In April 2009, Sottera filed a lawsuit challenging the ban, and in December 2012, the U.S. Court of Appeals ruled "e-cigarettes could be regulated as tobacco products under the 2009 Family Smoking Prevention and Tobacco Control Act," while dismissing FDA's original attempt to regulate e-cigarettes as a drug delivery device, which would have banned them from U.S. markets.41

In 2016, FDA issued deeming regulations that extended the agency's regulatory authority to include electronic cigarettes and other THR products.42 All companies "engaged in the preparation, manufacture, compounding, repackaging, relabeling or processing of finished tobacco products" now must register with FDA.43

FDA's regulations require e-cigarette manufacturers to comply with regulations governing tobacco, including completing a lengthy and expensive study

process called the "premarket tobacco application" (PMTA). Beginning on August 8, 2016, no new e-cigarette product, including flavors and nicotine products, can be sold in the United States without first receiving premarket tobacco application approval from FDA. This one requirement alone will have a devastating effect on the industry. FDA estimates each PMTA will cost \$330,000.44

FDA also restricts sales of e-cigarettes to individuals aged 18 or older, and the agency has banned e-cigarette distribution in vending machines. FDA further requires child-resistant packaging for every e-cigarette product.

Other regulatory requirements include submitting to FDA ingredient listings, harmful and potentially harmful constituents, and substantial equivalency applications.

In addition to the regulations imposed by the federal government, many states regulate electronic cigarettes. Only one state, Michigan, has chosen not to define electronic cigarettes in its state laws. Sixteen states define these THR products as "tobacco products." 45 (For details about the harms caused by e-cigarette taxes and regulations, see Section 7, titled "Negative Effects of E-Cigarette Taxes," on page 14.



2007 **E-cigarettes** first introduced to U.S. market



2008 FDA tries to ban shipment

2009 Sottera files lawsuit of e-cigarettes challenging FDA ban



2012 **U.S. Court** of Appeals rules FDA could regulate e-cigarettes as a tobacco product

2015 e-cigarettes

Public Health **England finds** to be 95% safer than combustible cigarettes posed by





smoking

2016 Royal College of Physicians concludes regulations e-cigarettes "unlikely to exceed 5% of the harms"







2018

San Francisco becomes first state to ban flavored tobacco products, including menthol cigarettes and e-liquids

2023 Global e-cigarette market expected to reach \$44.6 billion

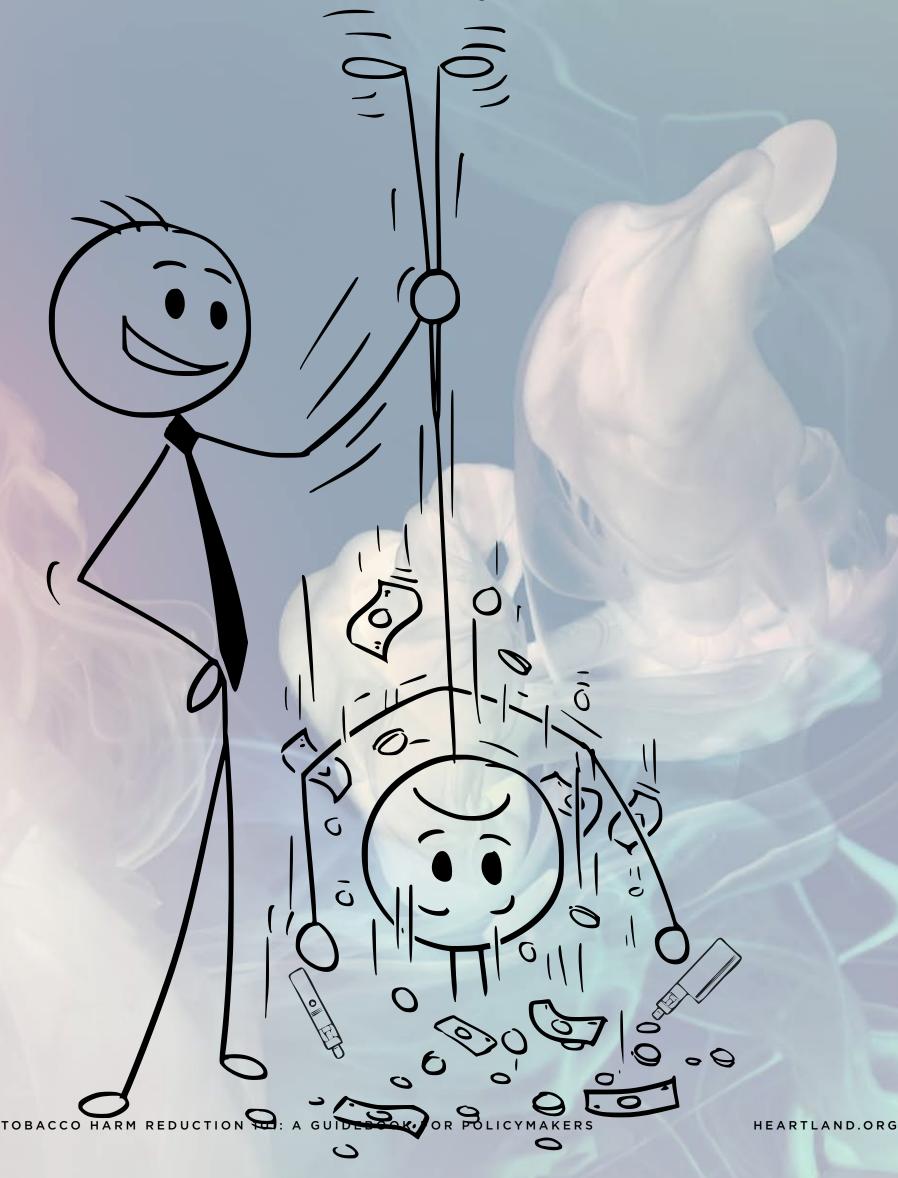




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Current Taxes on E-Cigarette Products

Policymakers often use "sin" taxes on cigarettes, alcohol, and sugar products to deter their consumption. In many cases, these taxes are justified by their proponents because "sin" products are said to be associated with high health care costs that burden state governments.



PER-MILLILITER TAXES

- Usually taxes only nicotine-containing e-liquids.
- Problems:
 - Open systems, "mods," are disproportionately affected versus closed, pod systems.
 - Incentivizes avoidance of nicotine taxes by adding only nicotine to e-liquid solutions.

In recent years, it has become popular for lawmakers to call for such taxes on e-cigarettes and vaping products, even though, as it has already been shown, THRs offer significant public health benefits. In many cases, states apply taxes to e-cigarettes and vaping products that have already been imposed on combustible tobacco products, despite the fact e-cigarettes do not contain tobacco.

To date, nine states and Washington, DC tax e-cigarette products, and three states are home to localities with local excise taxes on vaping devices. During the 2019 legislative session, many states introduced e-cigarette excise tax bills, and as of June 2019, seven states had passed taxes on e-cigarette and vaping products, to take effect from July 2019 to January 2020.

The two most commonly used tax schemes are wholesale taxes and per-milliliter taxes.

WHOLESALE TAXES

- Usually taxed by volume.
- Ad valorem taxes, meaning the tax imposed is based on the price of the product.
- Alaska, California, Minnesota, and Washington, DC apply excise wholesale taxes
- Problems:
 - Single-use vaping devices are subjected to greater tax burden.
 - Trend to apply to all of a device's components including, batteries.
 - Some e-liquids don't contain nicotine but are still subject to a sin tax.

Wholesale Taxes

Unlike traditional excise taxes, which are usually taxed by volume, wholesale taxes are ad valorem taxes, which means the tax imposed is based on the price of the product. Alaska, California, Minnesota, and Washington, DC apply excise wholesale taxes on e-cigarettes, with rates varying from 40 percent to 95 percent of the wholesale price.

One of the biggest problems with relying on ad valorem taxes when applying levies to e-cigarettes is that some e-cigarettes can be used only once, while other devices can be reused multiple times. Thus, under this tax scheme, singleuse vaping devices are subject to a greater tax burden than other devices, making it extremely difficult to apply taxes fairly.

Another issue with wholesale taxes on vaping products is they tend to apply to a device's components, not just the final product, including those components that don't contain substances the tax is supposedly meant to target, such as nicotine. For example, wholesale taxes often apply to batteries.

Further, even taxes on e-liquids are problematic, because some e-liquids don't contain nicotine but are still subjected to government "sin" taxes meant to target nicotine. The Tax Foundation notes this would be comparable to imposing a "sin" tax on a tobacco pipe, rather than the tobacco itself.⁴⁶

Per-Milliliter Taxes

Delaware, Kansas, Louisiana, North Carolina, and West Virginia impose a per-mL tax on nicotine in vaping products, with taxes ranging from 5 cents per mL to 7.5 cents per mL. Some lawmakers might consider this type of taxation ideal, as it taxes only the nicotine-containing e-liquid used in vaping devices, but this taxing scheme does not provide parity among the different vaping devices, either.

For example, later-generation open-system "mods" are disproportionately affected by per-mL taxes because e-liquid is available in larger quantities compared to closed pod systems. A 5 cents per mL tax on a 120 mg bottle of e-liquid would amount to a total tax of \$6, but a pod system containing 0.5 mg of nicotine would only be subject to a tax amounting to 2.5 cents.

Additionally, per-milliliter taxes create incentives for users to avoid the nicotine tax by adding their own nicotine to e-liquid solutions. One company that sells a "concentrated nicotine additive" advertises its product by stating, "Don't lose business because of outrageous nicotine taxes." Under some tax regimes, a vape shop can purchase e-liquids with zero nicotine and only pay a tax on a 1 mL packet of nicotine that can be used for any sized e-liquid bottle.

Because it's extremely difficult to fairly and uniformly tax e-cigarettes and vaping devices, and because such taxes discourage people from using products that offer substantial public health benefits (see Section 7 below), taxes on these THR products should be avoided entirely.



Negative Effects of E-Cigarette Taxes

Taxes imposed on e-cigarettes and vaping devices have been extremely detrimental for states and local economies.

NEGATIVE EFFECTS OF E-CIGARETTE TAXES

- 2015: Washington State proposes 60 percent wholesale tax and Mt. Baker Vapor relocates to Arizona.
- 2016: Pennsylvania enacts 40 percent wholesale floor tax on vaping products.
- 2017: Estimated 120, or one-third, of Pennsylvania vape shops shut down.

In 2016, Pennsylvania imposed a 40 percent wholesale floor tax on vaping products. By 2017, an estimated 120 vape shops, nearly one-third of all vape shops in Pennsylvania, had shut down, eliminating tax revenue for the state and reducing opportunities for smokers in Pennsylvania to access proven smoking cessation tools.



14

UNRELIABLE REVENUE SOURCE

- Tobacco tax revenues are volatile, with cigarette tax increases resulting in long-term revenue shortfalls.
- 2001 to 2011: "revenue projections were met in only 29 of 101 cases where cigarette/tobacco taxes were increased."
- A decline in cigarette consumption caused cigarette tax revenues "to drop by an average of about 1 percent across all states from 2008 to 2016."¢

A decline in cigarette consumption caused cigarette tax revenues "to drop by an average of about 1 percent across all states from 2008 to 2016," according to a report by Pew Charitable Trusts.

REGRESSIVE EFFECTS

- Lower-income
 Americans are
 disproportionately
 affected by taxes on
 e-cigarettes and vaping
 devices.
- From 2010 to 2011,
 "smokers earning less
 than \$30,000 per year
 spent 14.2 percent
 of their household
 income on cigarettes,
 compared to 4.3 percent
 for smokers earning
 between \$30,000 and
 \$59,9999 and 2 percent
 for smokers earning
 more than \$60,0000."

In Washington State, a 60 percent wholesale tax proposed in 2015, as well as existing burdensome state laws and taxes, encouraged many businesses to relocate. For example, Mt. Baker Vapor relocated from Washington State to Arizona because of proposed legislation that would have banned online sales and imposed "enormous taxes on the sale of vapor products." 48

An Unreliable Revenue Source

Revenues from tobacco taxes tend to be volatile and extremely unreliable for states and local governments. Cigarette tax increases result in long-term revenue shortfalls. From 2001 to 2011, "revenue projections were met in only 29 of 101 cases where cigarette/tobacco taxes were increased," according to the National Taxpayer Union Foundation.⁴⁹

Moreover, a decline in cigarette consumption caused cigarette tax revenues "to drop by an average of about 1 percent across all states from 2008 to 2016," according to a report by Pew Charitable Trusts.⁵⁰

Because e-cigarette and vaping taxes are relatively new inventions, they have not existed long enough to study their long-term effects on state budgets. However, there's no reason to believe these taxes will be more effective than cigarette taxes, which, as the evidence above shows, have been unreliable for decades.

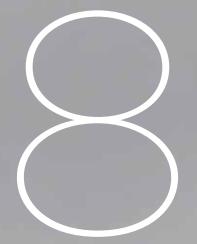
Regressive Effects

Taxes on e-cigarettes and vaping devices should also be avoided because they are particularly harmful for lower-income Americans, who are disproportionately affected by taxes on tobacco and e-cigarettes because they spend a greater share of their income on tobacco and e-cigarette products.

For example, a *Cato Journal* article found from 2010 to 2011, "smokers earning less than \$30,000 per year spent 14.2 percent of their household income on cigarettes, compared to 4.3 percent for smokers earning between \$30,000 and \$59,999 and 2 percent for smokers earning more than \$60,000."51

Reducing or eliminating taxes imposed on e-cigarettes and vaping devices would not only spare lower-income individuals from being forced to pay higher prices for smoking cessation tools, keeping more money in their pockets. It would also encourage them to embrace tobacco harm reduction tools like e-cigarettes, saving lives and improving public health.





Tobacco Tax Dollars Wasted

Contrary to what many advocates of tobacco and e-cigarette taxes claim, levies imposed on tobacco products, e-cigarettes, and vaping devices, as well as moneys governments squeeze out of tobacco companies, are primarily meant to fill government coffers for purposes other than covering smokingrelated public costs.



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The U.S. Centers for Disease Control and Prevention found in 2018 states used less than 3 percent of the "record \$27.5 billion from tobacco taxes and settlements" for purposes related to "prevention and cessation programs."

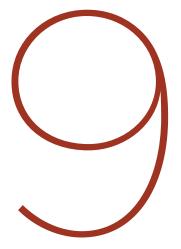
For example, in the 1990s, states won lawsuits against tobacco companies to recoup state budget expenses for smoking-related health care costs, resulting in the creation of the "Master Settlement Agreement," which requires tobacco companies to make annual payments to states in perpetuity. However, states only use a small proportion of these tobaccorelated revenues for smoking cessation programs and defraying heath care costs.

in 2018, the U.S. Centers for Disease Control and Prevention found in 2018 states used less than 3 percent of the "record \$27.5 billion from tobacco taxes and settlements" for purposes related to "prevention and cessation programs."⁵² Connecticut and West Virginia dedicated none of its tobaccorelated revenues on prevention and cessation programs in 2018. Missouri spent just 1.8 percent of its tobacco moneys—\$48,500 of \$260.6 million—to help smokers quit using tobacco.

On average, states spent just 2.72 percent of tobacco-related funds on smoking prevention and cessation efforts in 2018. And according to the Campaign for Tobacco-Free Kids, states will use even less funding in 2019, about 2.4 percent, "on programs to prevent kids from smoking and help smokers quit."⁵³

Instead of funding tobacco cessation and prevention programs, states are diverting tobacco moneys to projects completely unrelated to public health. For example, in 2000, one year after the creation of the Master Settlement Agreement, Illinois used its tobacco settlement revenue to "fund one-time property tax rebates," with nearly \$350 million earmarked for tax relief. In the same year, the state allocated only \$29 million for smoking prevention and cessation programs.⁵⁴





Youth Vaping and E-Cigarette Use

In late 2018, U.S. public health officials alleged there is a youth "vaping epidemic," even though the evidence alluding to such an "epidemic" is questionable, at best.

YOUTH VAPING AND E-CIGARETTE USE

- Data in the 2018
 National Youth Tobacco
 Survey and the 2018
 Monitoring the Future
 Survey are unclear.
- The data do not distinguish between vaping twice in a single month of the year or those who vaped every day for several months.

Unfortunately, lawmakers quickly reacted to this unjustifiable fear. During states' 2019 legislative sessions, more than 300 bills were introduced to regulate, tax, and even prohibit e-cigarettes and vaping devices.⁵⁵

The data supporting allegations of a youth vaping epidemic are questionable, and the use of taxes to deal with the alleged problem appear to be counterproductive.

Questionable Studies

The two studies that spurred many of these fears are the Centers for Disease Control and Prevention's 2018 National Youth Tobacco Survey and the National Institute on Drug Abuse's 2018 Monitoring the Future Survey. In both studies, the data presented are unclear and should not be used as a basis for making public policy decisions.⁵⁶,⁵⁷

The authors of these studies claimed from 2017 to 2018 there was an increase in the percentage of youth who reported vaping more than one time per month. However, the data did not distinguish between a person who reported vaping twice in a single month of the year and those who might have vaped every single day for several months, making it difficult to draw accurate conclusions.⁵⁸

Before lawmakers pass youth e-cigarette and vaping legislation, more research is needed to determine more precisely how often young people are using these products and whether the use of THRs by young people leads to tobacco use.

Ineffective Taxes

Many states have proposed taxing e-cigarettes to deter young people from using these devices, but recent tax increases have had scant effect on youth vaping.

For example, in 2016, Pennsylvania imposed a 40 percent wholesale tax on e-cigarette products, which had little impact on the number of youths who said they consume electronic cigarettes and vaping devices.

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Despite the presence of higher taxes, in 2017, the Pennsylvania Youth Survey found e-cigarette use had increased; 16.3 percent of middle and high school students said they had used e-cigarettes in the past 30 days

According to the 2015 Pennsylvania Youth Survey (PAYS), 15.5 percent of middle schoolers and high schoolers in Pennsylvania reported using e-cigarettes within the past 30 days. Among 10th and 12th graders, 20.4 percent and 27 percent, respectively, reported using a vaping device within a 30-day period prior to the survey. (It's worth noting these rates are considerably higher than the data provided by the national Monitoring the Future Survey, which shows among 10th and 12th graders, 14.4 percent and 16.2 percent, respectively, reported using e-cigarettes within 30 days of being surveyed.)

Despite the presence of higher taxes, in 2017, the *Pennsylvania Youth Survey* found e-cigarette use had *increased*; 16.3 percent of middle and high school students said they had used e-cigarettes in the past 30 days.⁵⁹ Notably, vaping rates also increased, to 21.9 percent and 29.3 percent for 10th and 12th graders, respectively.

Further, nicotine consumption among young vaping users increased during the same period. In 2015, PAYS found that of "past-year [youth] vape users," 71.4 percent reported using only flavoring while "19.1 percent ... [said they] had used nicotine." However, PAYS noted in 2017, 67.3 percent of e-cigarette users reported vaping using only flavoring, while 29.4 percent of the youth surveyed reported vaping with nicotine.

More data are necessary, but by all indications, it appears youth are not deterred by e-cigarette taxes.

Unintended Consequences

Although youth e-cigarette use does not appear to be affected by taxes, there is strong evidence showing some efforts by lawmakers to curb youth e-cigarette use have been correlated with increased combustible cigarette use among young people.

A study published by a researcher at Yale University in April 2015 examined the causal impact of access to e-cigarettes on teen smoking. Using state-level data on smoking rates and bans, as well as data from the National Survey on Drug Use and Health and the National Youth Tobacco Survey, the study found state bans on the sale of e-cigarettes are associated with a "statistically significant 1.0 percentage point increase in recent cigarette smoking rates among 12 to 17 year olds." 60

The Yale also found the greater the access to e-cigarettes, the greater the drop in the state's smoking rate. According to the study, a 1 percentage point increase in the proportion of the population who report using an e-cigarette at some point in their lives yields a 0.65-0.83 percentage point drop in smoking rates among teens aged 14 to 18.61

PAYS STATE DATA

	2015		2017	
GRADE	E-CIGARETTE	MONITORING	E-CIGARETTE	MONITORING
	(PAST	THE FUTURE	(PAST	THE FUTURE
	30-DAY USE)		30-DAY USE)	
6th	2.6	-	2.3	-
8th	11.7	9.5	10.9	6.6
10th	20.4	14	21.9	13.1
12th	27	16.2	29.3	16.6
All	15.5	-	16.3	-

PAYS STATE DATA - SUBSTANCE

SUBSTANCE	2015	2017
Only flavoring (no nicotine)	71.4	67.3
Nicotine	19.1	29.4
Marijuana/Hash Oil	8.6	12.6
Another substance	1.3	1.3
Did not know	19.7%	16.0

Debunking Common E-Cigarette Myths

A careful examination of the research conducted on e-cigarettes and vaping show FDA bureaucratic inertia, political grandstanding, and ignorance about the health consequences of using e-cigarettes have led to the creation of unnecessary, unjustifiable, and harmful limitations on their use.

Below are several of the most common myths about e-cigarettes and vaping, as well as important facts that policymakers should understand before considering taxes and regulations designed to reduce e-cigarette use.

A 2019 study in *The*New England Journal
of Medicine found
e-cigarettes are twice
as effective as nicotine
replacement therapy in
helping smokers quit.

Myth: E-Cigarettes and Vaping Don't Help Smokers Quit

E-cigarettes are a proven, effective tool smokers can use to help them quit consuming combustible tobacco.

In 2016, the United Kingdom's Royal College of Physicians (RCP), one of the world's oldest and most prestigious medical societies, responded to claims that e-cigarettes do not help smokers quit using tobacco products in a landmark report titled Nicotine Without Smoke: Tobacco Harm Reduction. RCP noted "the available evidence to date indicates that e-cigarettes are being used almost exclusively as safer alternatives to smoked tobacco, by confirmed smokers who are trying to reduce harm to themselves or

others from smoking, or to quit smoking completely."62

In 2018, *The New York Times* estimated of the nearly 10 million American adult vapers, three million had previously consumed combustible tobacco.⁶³

Riccardo Polosa et al. found more than half of smokers who use e-cigarettes quit smoking or reduce cigarette consumption after six months.⁶⁴

Bullen et al. concluded e-cigarettes are just as effective as nicotine patches in helping smokers quit.⁶⁵

A 2019 study in *The New England Journal of Medicine* found e-cigarettes are twice as effective as nicotine replacement therapy (NRT) in helping smokers quit.⁶⁶ The authors noted of the 100

20

participants reporting abstinence during a 52-week follow up, 80 percent reported using e-cigarettes, while only 9 percent said they were using NRT products, such as nicotine-containing lozenges or gum.⁶⁷

Myth: E-cigarettes Are Just as Dangerous as Combustible Tobacco

Many erroneously believe e-cigarettes and vaping devices are as dangerous as combustible tobacco cigarettes.

Because e-cigarettes were first introduced in 2007, it is not yet possible to determine if there are any decades-long adverse health effects associated with regularly using e-cigarettes. However, as it has already been shown, existing research indicates e-cigarettes are significantly less harmful than combustible tobacco cigarettes.

Public Health England (PHE), a leading health agency in the United Kingdom similar to the U.S. Food and Drug Administration, concluded in 2015 e-cigarettes (EC) are about 95 percent safer than smoked tobacco. Further PHE found e-cigarettes help smokers quit using tobacco.⁶⁸

According to a 2015 report by PHE titled *E-cigarettes: An Evidence Update*, PHE's key findings include⁶⁹:

- "Encouraging smokers who cannot or do not want to stop smoking to switch to [e-cigarettes] could help reduce smoking related disease, death and health inequalities."
- "There is no evidence that
 [e-cigarettes] are undermining
 the long-term decline in
 smoking among adults and
 youth, and may in fact be
 contributing to it. Despite
 some experimentation with
 [e-cigarettes] among never
 smokers, [e-cigarettes] are
 attracting very few people who
 have never smoked into regular
 EC use."

- "When used as intended, EC pose no risk of nicotine poisoning to users, but e-liquids should be in 'childproof' packaging. The accuracy of nicotine content labelling currently raises no major concerns."
- "There has been an overall shift towards the inaccurate perception of [e-cigarettes] being as harmful as cigarettes over the last year in contrast to the current expert estimate that using EC is around 95% safer than smoking."
- "Whilst protecting non-smoking children and ensuring the products on the market are as safe and effective as possible are clearly important goals, new regulations currently planned should also maximise the public health opportunities of [e-cigarettes]."

In 2018, the National Academies of Sciences, Engineering, and Medicine released a report that found "substantial evidence that completely switching from regular use of combustible tobacco cigarettes to e-cigarettes results in reduced short-term adverse health outcomes in several organ systems."⁷⁰

Also in 2018, the American Cancer Society noted "based on currently available evidence, using current generation e-cigarettes is less harmful than smoking."⁷¹

The scientific evidence overwhelmingly shows opponents of e-cigarettes are wrong to equate e-cigarettes and combustible tobacco.

Myth: Formaldehyde in E-Cigarettes Poses Health Risks

Opponents of e-cigarettes often assert these products contain harmful levels of formaldehyde. They base this assertion on a *New England Journal of Medicine* article titled "Hidden Formaldehyde in E-Cigarette Aerosols." However, there are strong reasons to believe formaldehyde does not pose a risk to e-cigarette users.

The experiment described in the New England Journal of Medicine article produced formaldehyde by overheating e-cigarettes, a

Public Health England

(PHE), a leading health

Kingdom similar to the

Administration, concluded

are about 95 percent safer

in 2015 e-cigarettes (EC)

than smoked tobacco.

agency in the United

U.S. Food and Drug

MYTH: FORMALDEHYDE IN E-CIGARETTES POSES HEALTH RISKS

- Fact: Overheating electronic cigarettes and vaping devices can create formaldehyde, but this only occurs under extreme conditions.
- Fact: Vapor containing formaldehyde tastes so bad that users do not inhale it.
- Fact: Combustible cigarettes contain higher levels of formaldehyde.

There have been no known cases of an e-cigarette user being diagnosed with popcorn lung as a result of his or her e-cigarette use.

process called "dry puffing."
Although this process can result in harmful levels of formaldehyde, the resulting vapor tastes so bad that users do not inhale it. Thus, the formaldehyde produced under these conditions is not "hidden" at all and not dangerous, because it is contained in vapor that users find intolerable.

This finding was verified by a careful examination of the *New England Journal* report.⁷³ In that study, researchers replicated the overheating technique and compared its results to heating at "lower, normal vaping power." Under "normal vaping power" conditions, the researchers found levels of formaldehyde were minimal—"only 20 micrograms," which is about two-thirds the amount of formaldehyde in combustible tobacco cigarettes.⁷⁴

In a separate study, the Centers for Disease Control and Prevention sampled air quality in a vape shop in which users had vaped. CDC tested formaldehyde levels in the shop and found they were "well below" various health agencies' recommended levels of exposure, including the Occupational Safety and Health Administration's personal exposure limit and action level.⁷⁵

Although e-cigarettes can contain formaldehyde, when used properly, vaping devices produce significantly lower levels of the substance than those reported in the *New England Journal of Medicine* study and lower than the levels of formaldehyde found in traditional combustible cigarettes.

Myth: E-Cigarettes Cause 'Popcorn Lung'

Another false claim made by opponents of e-cigarettes is that using these THR products causes the health condition bronchiolitis obliterans, commonly called "popcorn lung."

In 2015, a study was published in the journal *Environmental Health Perspectives* that found e-cigarettes contain chemicals linked to popcorn lung, such as diacetyl, acetyl propionyl, and acetoin.⁷⁶ These chemical agents are used to provide the "buttery" flavors in e-cigarettes. Of the 51 flavored e-cigarettes tested in the study, flavoring chemicals linked

to popcorn lung were found in 47 samples. Diacetyl was determined to be present in 39 samples.

The researchers associated their findings with similar exposures experienced by workers in microwave popcorn factories. These workers have been determined to be susceptible to popcorn lung by established medical research.⁷⁷

The 2015 Environmental Health Perspectives study alarmed public health officials and the media, many of whom claimed e-cigarettes can cause popcorn lung, despite substantial flaws in the research. For example, to analyze the chemicals, the researchers in the *Environmental* Health Perspectives study "used an aggressive procedure that vaped the samples dry."⁷⁸ The "puffs" analyzed lasted eight seconds, considerably longer than normal "puffing." This longer period likely produced "higher-than-normal temperatures, combustion, and smoke."79

Further, the authors of the *Environmental Health Perspectives* study failed to mention in their report cigarette smoke contains the same chemical agents causing concerns about potential links between popcorn lung and e-cigarettes. In fact, combustible cigarette smokers are exposed to 750 times more diacetyl in tobacco cigarettes.⁸⁰ And yet, to date, there has been no association between smoking tobacco cigarettes and popcorn lung.

Perhaps most importantly, there have been no known cases of an e-cigarette user being diagnosed with popcorn lung as a result of his or her e-cigarette use. In 2017, researchers published a three-and-half-year observational study that found no indications e-liquids cause popcorn lung in users. According to the study's authors, "no features consistent with early signs of bronchiolitis obliterans were described in any of the [e-cigarette users observed]."81

It's also important to note that to ensure the safety of their products, many vaping e-liquid manufacturers have since 2015 chosen to not include the ingredients associated with popcorn lung in their e-liquids.

MYTH: E-CIGARETTES CAUSE 'POPCORN LUNG'

- Fact: Diacetyl was found in flavored e-cigarettes and was used as an ingredient to create a "buttery" flavor
- Fact: Diacetyl has been found to cause popcorn lung in workers in microwave popcorn factories.
- Fact: Researchers linking popcorn lung to e-cigarette use relied on aggressive vaping procedures that created "higher-thannormal temperatures, combustion, and smoke."
- Fact: Cigarette smokers are exposed to 750 times more diacetyl when using tobacco cigarettes.

MYTH: E-CIGARETTES CAUSE SEIZURES

- Fact: FDA warned
 "Some E-cigarettes
 Users Are Having
 Seizures, Most Reports
 Involving Youth and
 Young Adults."
- Fact: Report relied on information from FDA's Safety Reporting Portal.
- Fact: There are more than 10 million American adult vapers and yet there were only "35 reported cases of seizures mentioning the use of e-cigarettes" from 2010 to 2019.

MYTH: E-CIGARETTE FLA-VORINGS ARE MEANT TO SEDUCE YOUTH

- Fact: In a 2015 online poll, 72 percent of 27,434 American adults "credited tasty flavors with helping them give up tobacco."
- Fact: 2019 survey of nearly 70,000 American adult vapors "found flavors play a vital role in the use of electronic cigarettes and vaping devices."
 - 83.2 percent reported vaping fruit flavors.
 - 72.3 percent reported vaping dessert flavors.
- Fact: Presence of flavorings in e-cigarettes significantly helps smokers quit using traditional tobacco products.
- Fact: There is no "evidence that suggests children are drawn to tobacco products specifically because of flavor."

Myth: E-Cigarettes Cause Seizures

In April 2019, the U.S. Food and Drug Administration's Center for Tobacco Products (CTP) issued a "Special Announcement" that warned, "Some E-cigarette Users Are Having Seizures, Most Reports Involving Youth and Young Adults." CTP is an FDA subdivision created to oversee "the implementation of the Family Smoking Prevention and Tobacco Control Act."

The announcement relies on information collected from FDA's Safety Reporting Portal. This is an FDA database in which the general public can report adverse effects from consumer products. Although CTP's announcement was technically true, it was also misleading and taken out of context by many opponents of e-cigarettes. As CTP itself noted, despite there being more than 10 million American adult vapers, CTP found only "35 reported cases of seizures mentioning the use of e-cigarettes" from 2010 to 2019, and CTP did not find a causal link between e-cigarettes and those reported seizures.

Myth: E-Cigarette Flavorings Are Meant to Seduce Youth

E-cigarette and vaping opponents often falsely argue product flavorings, which have been shown to greatly enhance users' experiences, are meant to encourage underaged youth to use these products.

In January 2014, a *Tobacco Control* study found there was a total of 466 e-liquid brands that distributed 7,764 unique e-liquid flavors.⁸³ A search of FDA's product registration database yields thousands of results for registered e-liquids, including flavors such as "coffee," "mango," and "strawberry."⁸⁴

Flavors are an essential component of e-cigarettes' commercial success and their effectiveness in helping smokers quit combustible tobacco. A 2013 internet study by Konstantinos Farsalinos et al. concluded flavors in e-cigarettes "appear to contribute to both perceived pleasure and the effort to reduce cigarette consumption or quit smoking."85

Similarly, a 2015 online poll conducted by the Consumer Advocates for Smoke-Free

Alternatives Association found among the 27,343 Americans aged 18 or older that were surveyed, 72 percent "credited tasty flavors [in e-cigarette products] with helping them give up tobacco." 6 Of the respondents who indicated they were still smoking combustible tobacco products, "53% [said] interesting flavors are helping move them toward quitting."

A 2018 survey of nearly 70,000 American adult vapers "found flavors play a vital role in the use of electronic cigarettes and vaping devices," with 83.2 percent and 72.3 percent of survey respondents reporting use of vaping fruit and dessert flavors, respectively, "at least some of the time." 87,88

Additionally, research by Dr. Edward Anselm, a senior fellow for the R Street Institute and senior fellow and medical director of Health Republic Insurance of New Jersey, concludes the presence of flavorings in e-cigarettes significantly helps smokers quit using traditional tobacco cigarettes.89 Anselm also notes concerns over "flavoring as a tool to recruit children are overblown." in large part because there is no "evidence that suggests children are drawn to tobacco products specifically because of flavor."

Despite the overwhelming evidence showing adults prefer flavorings, more than 180 localities in the United States have enacted restrictions on the sale of flavored tobacco products, including menthol cigarettes, electronic cigarettes, and vaping devices. Not only are these regulations overreaching and unnecessary, they could discourage the 34 million current U.S. adult smokers from trying THR products, which could help save their lives.

Myth: E-Cigarette Manufacturers Target Youth

E-cigarette opponents allege tobacco companies are unethically enticing young people to use e-cigarettes and vaping devices. Some e-cigarette opponents say tobacco companies hope that if children use e-cigarettes at a young age, they will eventually consume combustible tobacco.

Moreover many industry groups discourage underage use of e-cigarettes and vaping devices.

MYTH: E-CIGARETTE MANUFACTURERS TARGET YOUTH

- Industry groups actively discourage underage use of e-cigarettes and vaping devices.
- "Age to Vape Signage"
- Trade organizations forbid members to market and sell to youth.
- Companies have invested millions in programs to prevent youth access.

For example, the Smoke-Free Alternatives Trade Association provides "Age to Vape" signage for vape shops. These signs clearly indicate vape shops' commitment to enforcing local laws. Further, the signs are also meant "to show that [the] industry supports sensible age restrictions." More than 1,300 companies participated in the program in 2015.92

The Consumer Advocates for Smoke Free Alternatives Association "supports laws that prohibit underaged sales and urges strict enforcement of laws" that ban access to e-cigarettes for young people.

Associations representing vaping manufacturers also support banning sales and marketing to minors. The American E-Liquid Manufacturing Standards Association (AEMSA) "advocates electronic cigarette products for adult use only." AEMSA also supports a "ban on sales to minors."

The Vapor Technology Association requires members to "refrain from knowingly marketing Vapor Products to Minors, which is strictly prohibited."⁹⁵

Additionally, many tobacco companies that are now selling e-cigarettes are working directly to prevent youth access to THR products. The R.J. Reynolds Vapor Company is the manufacturer of Vuse, a brand of e-cigarettes. In a 2016 interview, Reynolds American, Inc., the parent company

of R.J. Reynolds Vapor Company, noted the company does not advertise to minors. R.J. Reynolds' advertising of Vuse "is in line with [its] commitment to reducing youth exposure to tobacco-related products and messaging." ⁹⁶

Altria is another company that sells tobacco and THR products. Over the past 20 years, Altria has funded programs aimed at reducing underage tobacco use, including its "Talk. They'll Listen" campaign, which airs on television, radio, and in print; its Parent Resource Center; and by implementing an underage tobacco sales prevention policy.97 Additionally, in 2013, Altria invested more than \$21 million in its Success 360° program, which is designed to help "organizations better deliver effective programs to middle school kids by promoting health development and avoiding risky behaviors like tobacco use."98

In 2018, JUUL, a major manufacturer of electronic vaping devices, announced it "will invest \$30 million over three years in strategies" designed to prevent youth access to its e-cigarettes.⁹⁹

Although policymakers should be concerned about the use of tobacco and THR products by underage Americans, regulations implemented to accomplish this goal should be narrowly tailored to address that problem and should not discourage use of THR products among adults.



If lawmakers take advantage of the vital opportunity presented by e-cigarettes and vaping products, millions of additional American lives and billions of tax dollars could be saved over the next few decades.

Conclusion

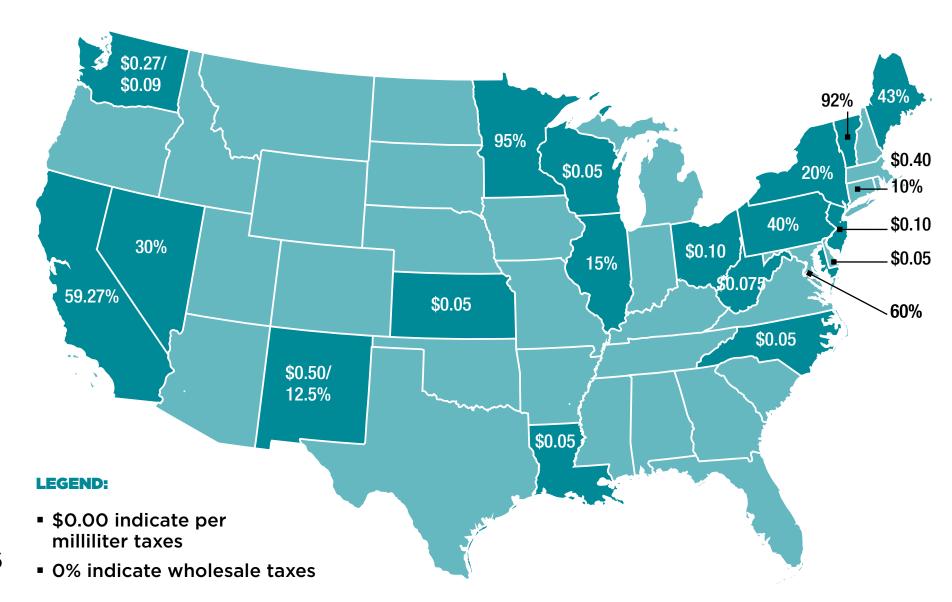
Millions of Americans have used e-cigarettes and vaping devices to help them quit smoking combustible cigarettes. Combustible cigarettes are considerably more harmful than e-cigarettes, because e-cigarettes do not contain many of the chemicals included in combustible tobacco products.

THR products provide economic advantages, which are far too great for policymakers to undermine their efficacy as smoking cessation tool. Their public health benefits are far too important for them to be unnecessarily subjected to numerous burdensome regulations and draconian taxes.

Given the well-documented scientific evidence, lawmakers should promote the use of e-cigarettes and vaping products. Further, they should reject the many myths surrounding THR tools that have developed over the past decade as a result of misinformation campaigns.

If lawmakers take advantage of the vital opportunity presented by e-cigarettes and vaping products, millions of additional American lives and billions of tax dollars could be saved over the next few decades.





STATE	PERCENTAGE AND OR DOLLAR AMOUNT OF TAX
California	59.27% of wholesale
Connecticut	\$0.40 per milliliter pre-filled devices 10% of wholesale other e-cigarette products (effective October 1, 2019)
Delaware	\$0.05 per milliliter
Washington, DC	60% of wholesale
Illinois	15% of wholesale
Kansas	\$0.05 per milliliter
Louisiana	\$0.05 per milliliter
Maine	43% of wholesale effective Jan. 2, 2020 (on Governor's desk)
Minnesota	95% of wholesale
Nevada	30% of wholesale
New Jersey	\$0.10 per milliliter
New Mexico	\$0.50 per cartridge; 12.5% on liquid nicotine
New York	20% of wholesale (effective December 1, 2019)
North Carolina	\$0.05 per milliliter
Ohio	\$0.10 per milliliter (effective October 1, 2019)
Pennsylvania	40% of wholesale
Vermont	92% of wholesale
West Virginia	\$0.075 per milliliter
Washington	\$0.27 per milliliter per cartridges \$0.09 per milliliter on e-liquid (effective October 1, 2019)
Wisconsin	\$0.05 per milliliter (effective October 1, 2019)

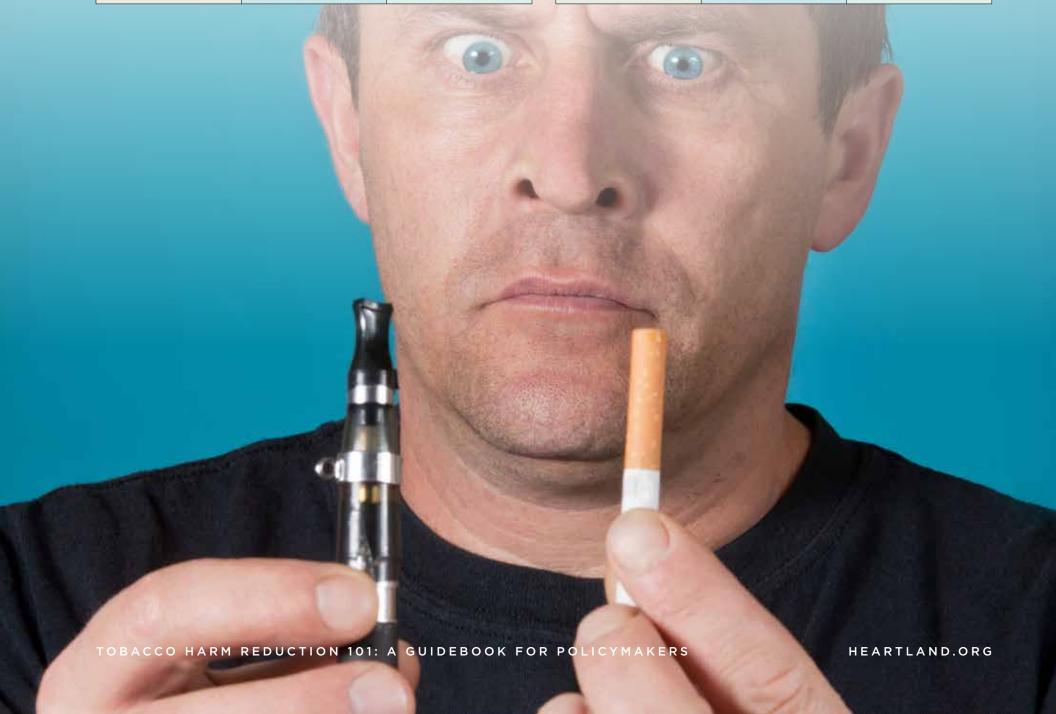
Tobacco Moneys

		2018 (Millions)			2019 (Millions)	
STATE	TOBACCO	SMOKING AND	PERCENTAGE	TOBACCO	SMOKING AND	PERCENTAGE
	MONEYS	PREVENTION	SPENT ON PREVENTION	MONEYS	PREVENTION	SPENT ON PREVENTION
Alabama	309.90	1.30	0.42%	300.20	2.10	0.70%
Alaska	86.80	9.50	10.94%	83.20	9.10	10.94%
Arizona	437.50	17.80	4.07%	429.50	17.30	4.03%
Arkansas	282.00	8.90	3.16%	282.70	12.00	4.24%
California	2,600.00	327.80	12.61%	2,800.00	250.40	8.94%
Colorado	292.60	24.20	8.27%	286.30	23.60	8.24%
Connecticut	516.30	6.40	1.24%	500.80	-	0.00%
Delaware	158.30	6.40	4.04%	154.70	6.30	4.07%
Florida	1,600.00	68.60	4.29%	1,500.00	70.40	4.69%
Georgia	385.60	0.93	0.24%	393.30	0.75	0.19%
Hawaii	163.90	6.60	4.03%	160.30	4.50	2.81%
Idaho	75.60	2.70	3.57%	76.70	3.60	4.69%
Illinois	1,100.00	7.30	0.66%	1,100.00	9.10	0.83%
Indiana	568.00	7.50	1.32%	556.90	7.50	1.35%
lowa	280.90	4.10	1.46%	274.20	4.00	1.46%
Kansas	197.40	0.847	0.43%	190.00	0.847	0.45%
Kentucky	371.00	2.60	0.70%	507.30	3.80	0.75%
Louisiana	477.40	5.80	1.21%	459.60	5.40	1.17%
Maine	196.80	5.30	2.69%	188.50	4.80	2.55%
Maryland	538.30	10.60	1.97%	525.00	10.50	2.00%
Massachusetts	884.00	3.70	0.42%	864.50	4.20	0.49%
Michigan	1,200.00	1.60	0.13%	1,200.00	1.60	0.13%
Minnesota	739.40	20.60	2.79%	703.60	17.30	2.46%
Mississippi	254.80	8.40	3.30%	248.40	8.40	3.38%
Missouri	260.60	0.485	0.19%	258.90	0.485	0.19%
Montana	115.80	5.20	4.49%	108.50	5.00	4.61%
Nebraska	103.50	2.60	2.51%	104.00	2.60	2.50%
Nevada	245.20	1.00	0.41%	230.40	1.00	0.43%
New Hampshire	261.30	0.14	0.05%	254.90	0.14	0.05%
Nw Jersey	941.90	0.50	0.05%	919.60	7.20	0.78%
New Mexico	131.80	5.70	4.32%	131.50	5.70	4.33%
New York	2,100.00	39.30	1.87%	2,000.00	39.80	1.99%
North Carolina	450.50	2.10	0.47%	450.40	2.80	0.62%
North Dakota	54.40	5.30	9.74%	53.60	5.80	10.82%
Ohio	1,300.00	12.50	0.96%	1,300.00	13.00	1.00%
Oklahoma	389.50	19.00	4.88%	525.60	21.30	4.05%
Oregon	353.10	8.20	2.32%	338.80	10.00	2.95%
Pennsylvania	1,800.00	15.80	0.88%	1,700.00	15.50	0.91%
Rhode Island	195.50	0.375	0.19%	195.00	0.391	0.20%
South Carolina	243.80	5.00	2.05%	238.20	5.00	2.10%
South Dakota	87.60	4.50	5.14%	86.90	4.50	5.18%
Tennessee	428.70	6.20	1.45%	422.00	-	0.00%
Texas	1,900.00	4.50	0.24%	1,900.00	4.20	0.22%
Utah	144.60	7.20	4.98%	141.90	7.00	4.93%
Vermont	106.10	3.60	3.39%	99.80	3.80	3.81%
Virginia	314.10	8.50	2.71%	304.40	10.80	3.55%
Wahsington	563.00	1.40	0.25%	552.60	1.50	0.27%
West Virginia	332.00	-	0.00%	238.00	-	0.00%
Wisconsin	791.10	5.30	0.67%	757.80	5.30	0.70%
Wyoming	41.10	3.70	9.00%	40.20	3.00	7.46%

Tobacco Harm Reduction State Definitions

State	E-Cigarette Defined in State Law	E-Cigarettes defined as a "Tobacco Product"
Alabama	Yes	No
Alaska	Yes	No
Arizona	Yes	No
Arkansas	Yes	No
California	Yes	Yes
Colorado	Yes	Yes
Connecticut	Yes	No
Delaware	Yes	Yes
Florida	Yes	No
Georgia	Yes	No
Hawaii	Yes	Yes
Idaho	Yes	No
Illinois	Yes	No
Indiana	Yes	Yes
Iowa	Yes	No
Kansas	Yes	No
Kentucky	Yes	No
Louisiana	Yes	No
Maine	Yes	Yes
Maryland	Yes	No
Massachusetts	Yes	Yes
Michigan	No	Yes
Minnesota	Yes	Yes
Mississippi	Yes	No
Missouri	Yes	No

State	E-Cigarette Defined in State Law	E-Cigarettes defined as a "Tobacco Product"
Montana	Yes	No
Nebraska	Yes	No
Nevada	Yes	No
New Hampshire	Yes	No
Nw Jersey	Yes	Yes
New Mexico	Yes	No
New York	Yes	No
North Carolina	Yes	Yes
North Dakota	Yes	No
Ohio	Yes	No
Oklahoma	Yes	No
Oregon	Yes	No
Pennsylvania	Yes	Yes
Rhode Island	Yes	No
South Carolina	Yes	No
South Dakota	Yes	Yes
Tennessee	Yes	No
Texas	Yes	No
Utah	Yes	Yes
Vermont	Yes	No
Virginia	Yes	No
Wahsington	Yes	No
West Virginia	Yes	Yes
Wisconsin	Yes	No
Wyoming	Yes	Yes



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About the Author

LINDSEY STROUD is a state government relations manager at The Heartland Institute.

Stroud's extensive work on tobacco and vaping policy includes co-authoring Vaping, E-Cigarettes, and Public Policy Toward Alternatives to Smoking and conducting numerous analyses on tobacco harm reduction. Stroud has hosted events in state capitols across the country addressing legislation that restricts adult access to vaping and e-cigarette products, and she has testified before multiple legislative committees. Lindsey's work has appeared in outlets across the United States, as well as in various international media outlets.

Stroud is also the host of The Heartland Institute's *Voices* of *Vapers*, a podcast in which Stroud interviews numerous tobacco and tobacco harm reduction policy experts and advocates.

Prior to working for Heartland, Stroud worked as a legislative assistant to a Minnesota state senator and as a session staffer for a Virginia state delegate. In 2012, she interned for a U.S. congressman in Virginia.

Stroud is also currently a board member for THR4Life, a 501(c) (3) that promotes tobacco harm reduction.

Stroud graduated magna cum laude in 2012 from Tidewater Community College with an associate of arts in social science. In 2015, she earned a bachelor's degree in government from the College of William & Mary. While at William & Mary, Lindsey was a staff writer for the *Flat Hat News*, during which she covered student government.



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Council File No: 18-1104

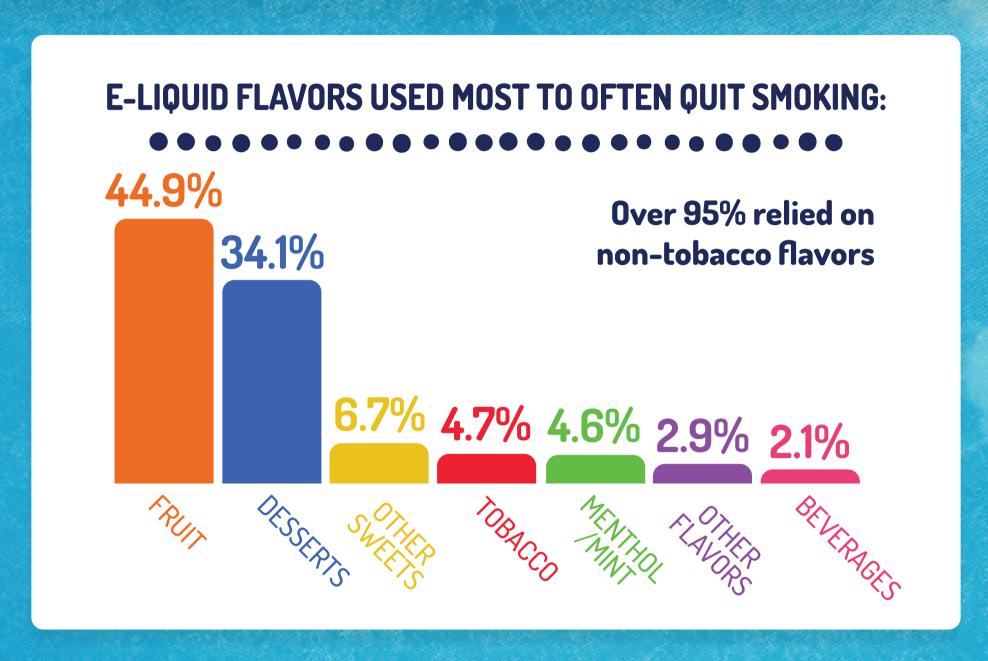
Comments for Public Posting: Please do not ban flavored vapor products. For decades now, traditional smoking cessation methods and therapies have produced a 7% success rate for adults and multiple attempts must be made before success. Suggesting smokers try traditional cessation methods is essentially telling them to just keep smoking. I am one of these adults who tried and failed with traditional methods, even counseling and prescription medication made me smoke more cigarettes. It wasn't until 15 years into smoking cigarettes, wanting to quit, and hating myself for not being able to that I found vaping and successfully quit for the last time. While preventing kids from accessing them is paramount, it must be done in a way that will not effect access for adult smokers who are using the product as intended to move away from tobacco products. A ban will do nothing to protect kids and drive all flavored vapor product sales into a black market with no controls or oversight while leaving cigarettes commercially accessible. There is nothing more addictive than a cigarette. Despite their horrid taste and noxious smell I could not stop. Vaping did not satisfy me in a way even close to a cigarette despite the fact that I was getting nicotine. The additives and chemicals like MAOIs and other satiating chemicals are not found in vaping e-liquid and I realized I was just as, if not more addicted to the additives in a cigarette than nicotine. The only thing that inspired me to continue using my vapor products was the FLAVOR. Even though it wasn't as satisfying, at least it tasted better and that was the only thing that got me to stick with it! I would have been a 21 year cigarette smoker, but thanks to vaping, I was only a 15 year smoker. Please consider further marketing restrictions or age verification requirements instead of a ban and help more adult smokers like me have a chance at quitting cigarettes. If kids are attracted to flavors, change the way they are marketed with plain packaging standards. Current federal law requires 30% of 2 primary panels on e-liquid bottles to contain a nicotine warning, but removing images such as food items or cartoons will make a package even less appealing to kids. I am asked for ID each time I purchase vaping products, but if this is not enough to prevent youth access, there are point of sale systems that require IDs to be scanned and even door scanners to prevent youth from entering a space or purchasing. Over 13 million adults have tried or successfully quit

with vaping products in America in just 12 years and a ban on flavors completely ignores their benefit to public health. Please do not take the availability of this life saving technology away from the millions of citizens that live here and the many that travel here for business and pleasure and leave cigarettes as their only option!



ACCESS TO FLAVORED VAPOR PRODUCTS IS VITAL FOR ADULTS ATTEMPTING TO QUIT CIGARETTES.

When the FDA announced it's consideration of a flavor ban on vapor products, thousands of citizens submitted sworn declarations to the FDA, under the penalty of perjury, about how flavored vapor products helped them quit smoking cigarettes.



Vaping flavored e-liquids helped 91% of adult smokers quit cigarettes, the majority of whom had been addicted over 10 years:





Communication from Public

Name: Cj Catchillar

Date Submitted: 12/04/2019 12:00 PM

Council File No: 18-1104

Comments for Public Posting: To the respected City Council representatives. Im commenting in

opposition of the flavor ban for many reasons aside from experience. I strongly agree it shouldnt be marketed to youth but at the same time request not to neglect the adults that switched to ecigarettes for a healthier alternative such as me. I have been vaping since 2009 & quit my pack a day habit. 10 years later Im as healthy as ever, even now as a cardio fitness instructor for 3 prominent gyms. That alone is proof positive that vaping works for me. We both know and agree that the epidemic was caused by illegal THC cartridges and that the youth epidemic is mainly caused by one manufacturer: JUUL. In fact, theres already a documentary episode about it on Netflix. Strict but fair regulation for vape shops is whats needed to restrict access to youth. I hope this request doesnt fall on deaf ears and that your decision tomorrow is based from research, morals and fairness. Thank you again for your time and consideration.

Communication from Public

Name: Virginia Escamilla

Date Submitted: 12/04/2019 12:47 PM

Council File No: 18-1104

Comments for Public Posting: I am submitting a letter in behalf of the Eagle Rock High School

PTSA in full support of the ordinance to ban the sale of all

flavored tobacco products in the city of Los Angeles.



Eagle Rock Jr./Sr. High PTSA

1750 Yosemite Drive, Los Angeles, CA 90041 Website: eaglerockhsptsa.org Email: info@eaglerockhsptsa.org

November 20, 2019

From: Anvi Kevany, President Eagle Rock Jr./Sr. High PTSA 1750 Yosemite Drive Los Angeles, CA 90041

Dear Mayor Garcetti, City Attorney Feuer and Members of the L.A. City Council,

We write in full support of the proposed ordinance ending the sale of candy - and sweet-flavored tobacco products including menthol cigarettes in the City of Los Angeles and are encouraging your full support as well. We proudly join a growing coalition led by the American Cancer Society-Cancer Action Network, American Heart Association and American Lung Association and a growing number of Angelenos who are standing up to Big Tobacco to save lives and help smokers quit. We respectfully urge you to join with this coalition.

Flavored tobacco products are considered "starter" products that help establish long-term tobacco use, and they are particularly appealing to youth. The availability of flavored e-cigarettes, such as JUUL, has fueled an epidemic of youth use -36% of Los Angeles high schoolers have tried e-cigarettes.

Flavored tobacco products also pose significant barriers to achieving health equity. Thanks to tobacco companies' marketing efforts, youth and communities of color are significantly more likely to use flavored tobacco products, particularly menthol cigarettes, and disproportionately bear the burden of tobacco-related harm.

As you know, smoking is the number one cause of preventable death in California and tobacco manufacturers are aggressively targeting teens and communities of color. We urge you to follow the growing list of other cities who are working to end the sale of flavored tobacco products. As the most populous county in America, Los Angeles will become a leader in saving lives by preventing kids from getting hooked on candy- and sweet-flavored products.

Thank you in advance for your consideration.

Sincerely,

Anvi Kevany

President

Communication from Public

Name:

Date Submitted: 12/04/2019 04:02 PM

Council File No: 18-1104

Comments for Public Posting: Submitted Via LACityClerk Connect Regarding Council File:

18-1104 The attached are comments submitted to the docket by business owners and retail employees across the city of Los Angeles concerned about the proposed policy to limit the sale of flavored tobacco products. These comments were submitted online at TobaccoIssues.com by the commenters themselves.

Submitted Via LACityClerk Connect

Regarding Council File: 18-1104

The attached are comments submitted to the docket by business owners and retail employees across the city of Los Angeles concerned about the proposed policy to limit the sale of flavored tobacco products.

These comments were submitted online at TobaccoIssues.com by the commenters themselves.

Dear Cnclm Ryu,

It is my understanding that you will hold a hearing to consider a total ban on all flavored tobacco products--including menthol cigarettes, flavored smokeless tobacco, and cigars---in the coming days. As a business operator in the City of Los Angeles, I respectfully ask that you please oppose a ban that would include these traditional tobacco products.

A broad ban is unfair, unnecessary, and would threaten local businesses like mine. Instead, please focus on the issue -- youth vaping -- and don't overextend a flavor ban to traditional tobacco products like menthol cigarettes, cigars, or flavored smokeless tobacco.

Reasonable regulations to keep tobacco and vapor products from getting into kids' hands make sense in addressing the issue of youth vaping. However, banning the sale of menthol cigarettes, flavored cigars, and flavored dip to adults does nothing to solve the problem -- it only creates others.

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Please do not overextend and ban flavored traditional tobacco products and menthol cigarettes. Instead, please focus on flavored vapor products that have not received a FDA marketing order. This issue is critical to our business and businesses across the city. Thank you for your consideration.

Sincerely, Houshang Shakib 1309 N La Brea Ave Los Angeles, CA 90028-7503 Dear Cnclm Price.

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Sincerely, Raj Patel 4359 Coldwater Studio city, CA 91604

Dear Cnclm Ryu,

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Sincerely, Raj Patel 4359 Coldwater Studio city, CA 91604 Dear Cnclm O'Farrell,

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Dear Cnclm Koretz,

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Please do not overextend and ban flavored traditional tobacco products and menthol cigarettes. Instead, please focus on flavored vapor products that have not received a FDA marketing order. This issue is critical to our business and businesses across the city. Thank you for your consideration.

Dear Cnclm O'Farrell,

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A broad ban is unfair, unnecessary, and would threaten local businesses like mine. Instead, please focus on the issue -- youth vaping -- and don't overextend a flavor ban to traditional tobacco products like menthol cigarettes, cigars, or flavored smokeless tobacco.

Reasonable regulations to keep tobacco and vapor products from getting into kids' hands make sense in addressing the issue of youth vaping. However, banning the sale of menthol cigarettes, flavored cigars, and flavored dip to adults does nothing to solve the problem -- it only creates others.

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Communication from Public

Name:

Date Submitted: 12/04/2019 09:40 PM

Council File No: 18-1104

Comments for Public Posting: Dear Mayor Garcetti and Members of the Los Angeles City

Council, Please see attached for the American Heart Association's Los Angeles County Board of Directors' letter of support to end the sale of flavored tobacco products, including menthol cigarettes, in addition to the 525 petitions sent from our volunteers. Our Board of Directors is comprised of cardiologists and cardiac surgeons, health systems administrators, corporate executives, and prominent community leaders. They are extremely passionate about this issue and have been eagerly awaiting to see the City's action since the motion was introduced almost one year ago. Aligned with Los Angeles County, strong policies ending the sale of flavored tobacco products in the City can protect youth from accessing flavored and cheap tobacco products and are crucial to preventing a lifetime of tobacco addiction. If successful, the City of Los Angeles would join over 200 localities nationwide. In California alone, at least 50 localities have restricted the sale of flavored tobacco products, including San Francisco and Sacramento. Thank you for your consideration. We

look forward to seeing swift and bold action on this issue.

LOS ANGELES COUNTY **DIVISION BOARD FY 2018-19**

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Nicolla Ross

Vice President, Development

Chelsea Spiker

Los Angeles County Division Office 816 S. Figueroa Street Los Angeles, CA 90017

> Phone: 213.291.7041 Fax: 213.688.8556

> > www.heart.org



December 3, 2019

The Honorable Eric Garcetti, Mayor of Los Angeles; The Honorable Mike Feuer, Los Angeles City Attorney; Members of the Los Angeles City Council Los Angeles City Hall 200 North Main Street Los Angeles, CA 90012-4801

RE: Letter of Support for Ordinance on Ending the Sale of Flavored Tobacco

Dear Mayor Garcetti, City Attorney Feuer and Members of the L.A. City Council,

We write in full support of an ordinance to end the sale of candy - and sweetflavored tobacco products including menthol cigarettes in the City of Los Angeles. Ending the sale of flavored tobacco will reduce access to the products that are the tobacco industry's key strategy for targeting and addicting new smokers, particularly youth.

The American Heart Association is committed to being a relentless force for a world of longer, healthier lives. In support of this ordinance, we have submitted 525 letters from our volunteers. We are extremely encouraged by City Attorney Feuer's report that recommends a Citywide ban on the sale of all flavored tobacco products, without exemption, as the best option to protect our current generation of youth.

We proudly lead a growing coalition along with the American Cancer Society Cancer Action Network, American Lung Association, and a growing number of Angelenos who are standing up to Big Tobacco to save lives and help smokers quit.

Flavored tobacco products are considered "starter" products that help establish long-term tobacco use, and they are particularly appealing to youth. The availability of flavored e-cigarettes, such as JUUL, has fueled an epidemic of youth use – 36% of Los Angeles high schoolers have tried e-cigarettes.

Flavored tobacco products also pose significant barriers to achieving health equity. Thanks to tobacco companies' marketing efforts, youth and communities of color are significantly more likely to use flavored tobacco products, particularly menthol cigarettes, and disproportionately bear the burden of tobacco-related harm. Smoking is the number one cause of preventable death in California and tobacco manufacturers are aggressively targeting teens and communities of color.

The American Heart Association respectfully asks for your support of this vital health policy to ensure that all Angelenos have longer, healthier lives.

Chula, Mis

Paul Craig Chief Administrative Officer Keck Medicine of USC Chairman of the LA County **Board of Directors**

Richard Azar, COO UCLA Health

Cathi Cunningham, Partner Deloitte & Touche LLC

Maria Hughes LA County Board Member

Bob Larlee, Senior Vice President City National Bank

Ray Matthews, MD Chief, Division of Cardiovascular Medicine, Keck Medicine of USC

David P. Pryor, MD Regional VP, Medical Director Anthem Blue Cross

Dand Phon mo

Stephanie Wiggins Chief Executive Officer Metrolink

John & Harredmo

John Gordon Harold, MD Clinical Professor of Medicine Cedars-Sinai President of the LA County **Board of Directors**

Eric Boyer, EVP & CTO AT&T Services, Inc.

Suzanne DeJong, Partner Ernst & Young LLP

Alice Issai, President Adventist Health Glendale

Mika Leah, President Goomi Group

Nika uhtaniels

Ken Orkin, Chairman ITG Automotive

Kathryn M. Shirley President & CEO

World Management Solutions, Inc.

Kichor J. Shemi, Me Richard Shemin, MD Chief, Cardiac Surgery

UCLA Health

President-Elect of the LA County Board of Directors

MD Paul Chu, MD Chief Medical Officer Allied Pacific IPA / Network

Jeff Hughes LA County Board Member

Dino Kasdagly, CÓO L.A. Care Health Plan

Bob Lundy, Immediate Past Chair, Founding Partner Hooper, Lundy and Bookman PC

Karen Oxman, Executive VP Hub International

Paul Watkins, JD President/CEO Dignity Health Northridge

Medical Center

Communication from Public

Name: Amanda Staples

Date Submitted: 12/04/2019 09:57 PM

Council File No: 18-1104

Comments for Public Posting: Please see attached for 216 petitions from American Heart

Association volunteers in support of ending the sale of flavored

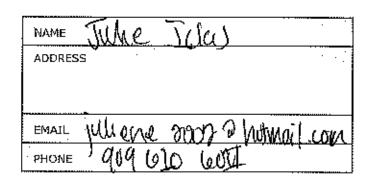
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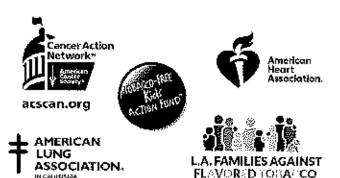
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- Eight out of ten youth tobacco users started with a flavored product.
- Sweet-flavored e-cigarettes like JUUL have fueled a youth e-cigarette epidemic.
- Kids who start smoking with menthol cigarettes are more likely to become addicted.

L.A. should join the growing list of cities around the country that are working to end the sale of flavored tobacco products.





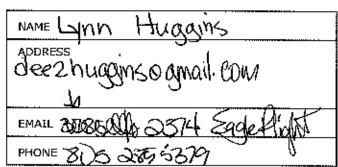
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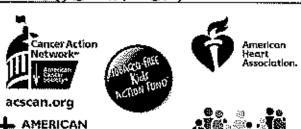
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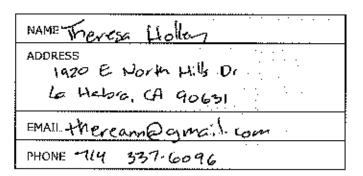


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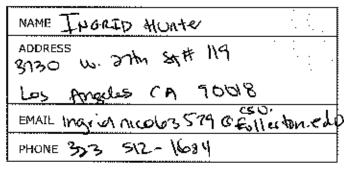
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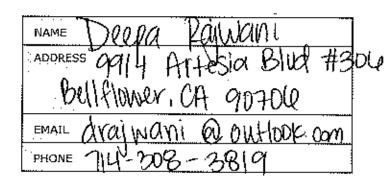
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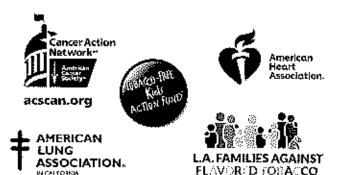
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NAME Yudith Morales

ADDRESS
942 Machell Ofreet
San Fernando ca. 91340

EMAIL Ymorales 19 @ gmail. Com

PHONE (818) 919 1692



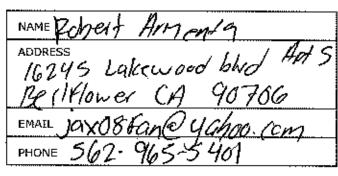
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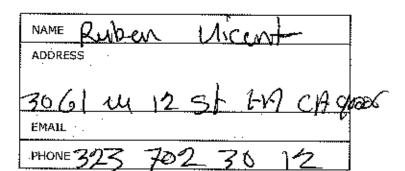


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ADDRESS

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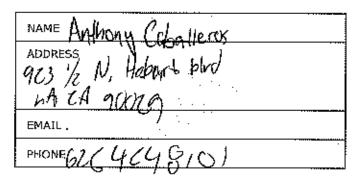


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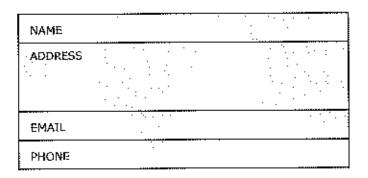
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L.A. debe unirse al crecimiento de ciudades de todo el país que están trabajando para terminar la venta de productos de tabaco con sabor.





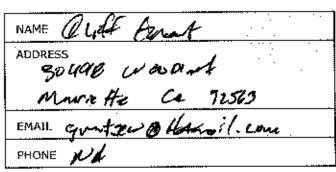
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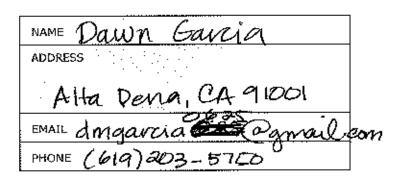


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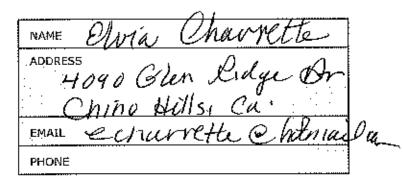


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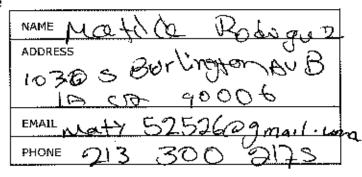
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AMERICAN LUNG





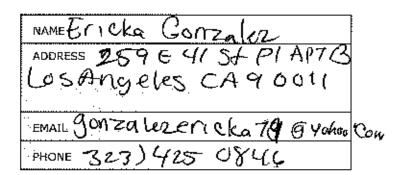


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NAME ROLLING LAMBORA,
ADDRESS
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Showwor Oaks, CA 91403
EMAIL twitlelover 3333@ yahoo.com
PHONE 818-389-5819



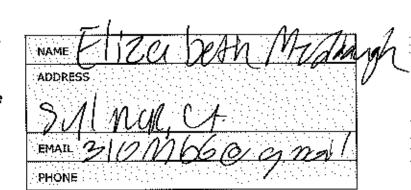
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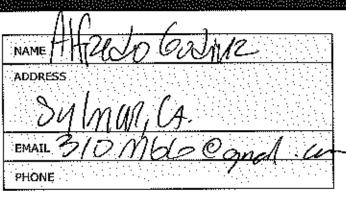
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EMAIL TOYY	ris fush @ gmail-lon	n
PHONE (562-307-7358	



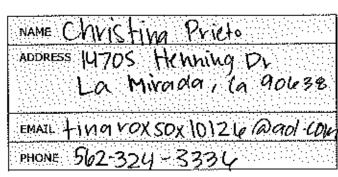
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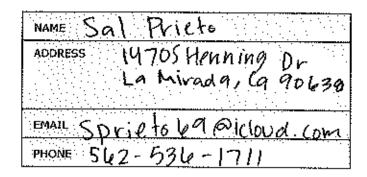
Los Ángeles debe proteger los niños de productos de tabaco con sabores dulces

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- Ocho de cada diez j\u00f3venes consumidores de tabaco comenzaron con un producto con sabor.
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L.A. debe unirse al crecimiento de ciudades de todo el país que están trabajando para terminar la venta de productos de tabaco con sabor.





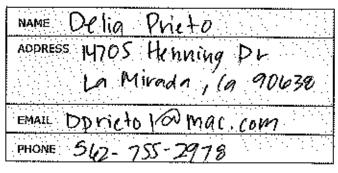
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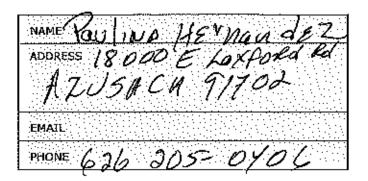


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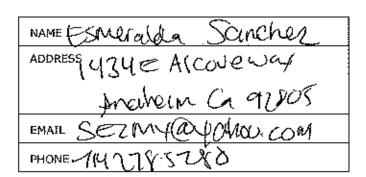


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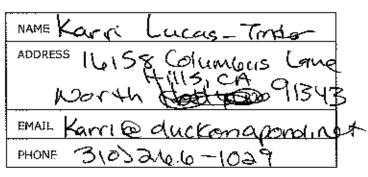
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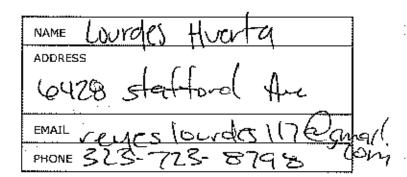


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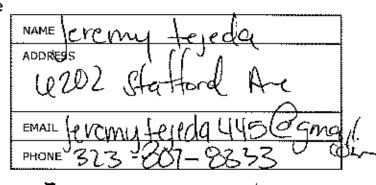
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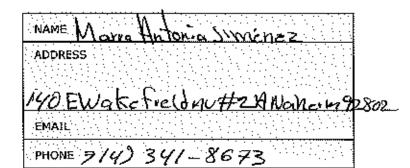


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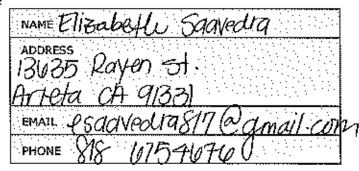


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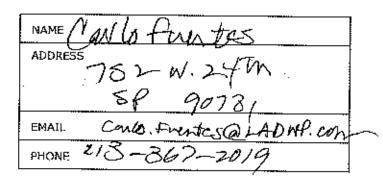


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AMERICAN LUNG ASSOCIATION.

FLAVORED TORACCO

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NAME Valerie Garcia

ADDRESS

14717 Florentine St

Sylmar ca, 91342

EMAIL Valerie garcia 649@yahoo.00000







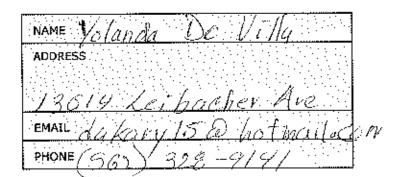


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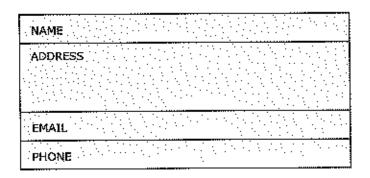


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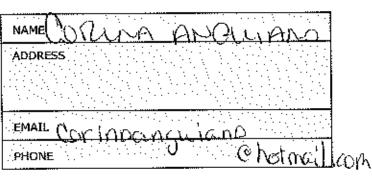
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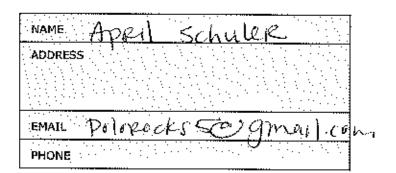


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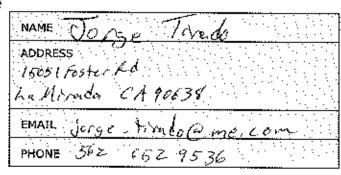
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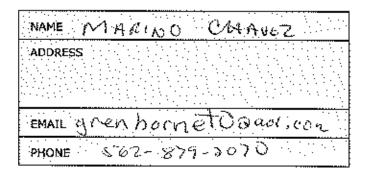


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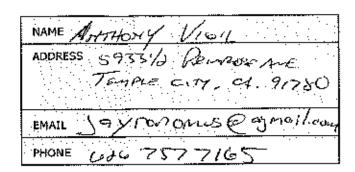


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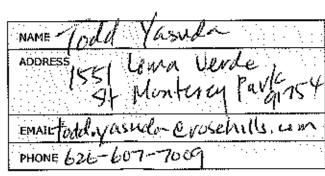
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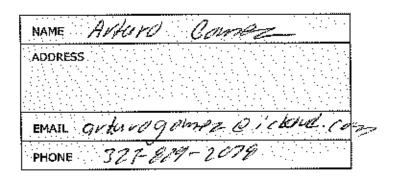


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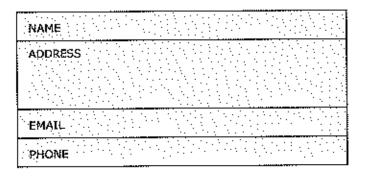


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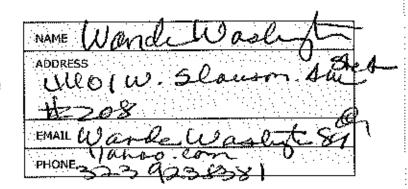


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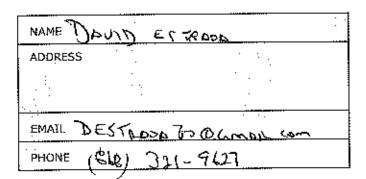


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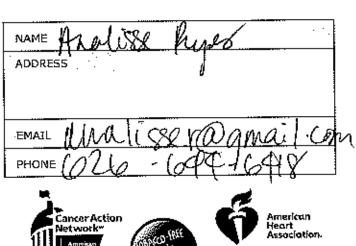
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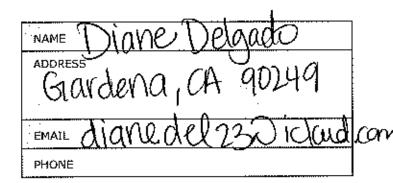


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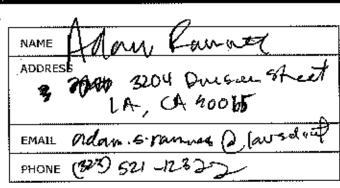


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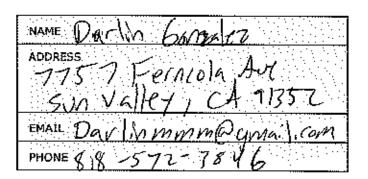


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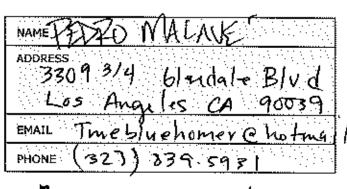


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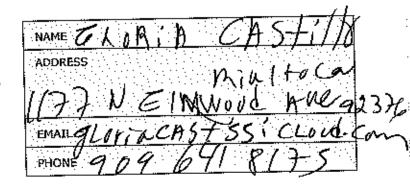


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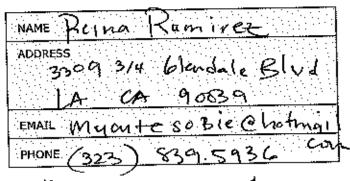
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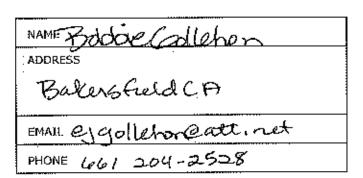


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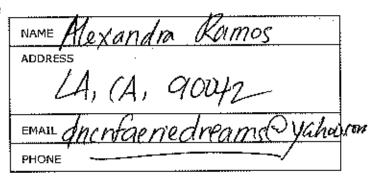


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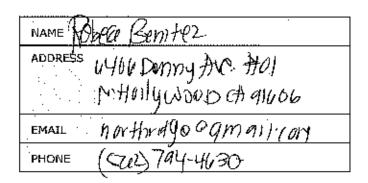


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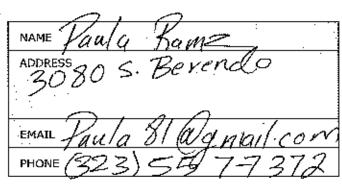
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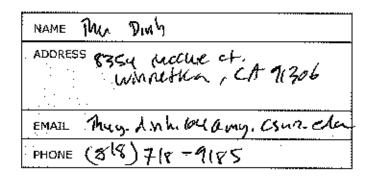
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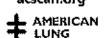
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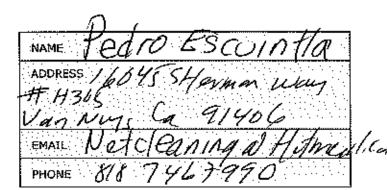


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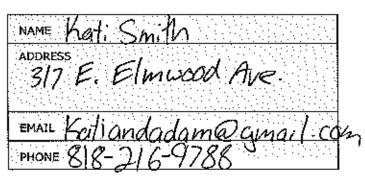


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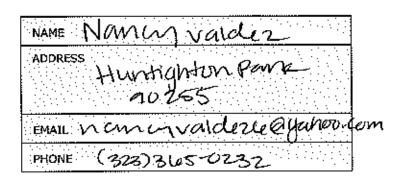


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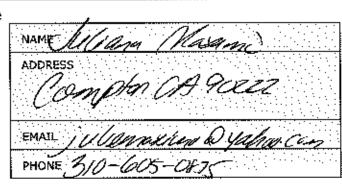
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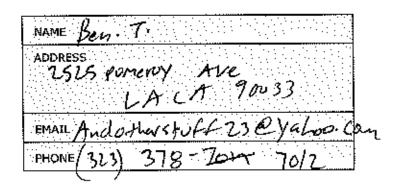


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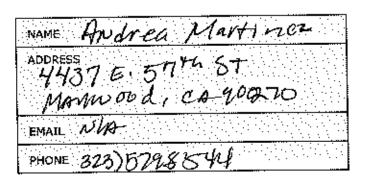


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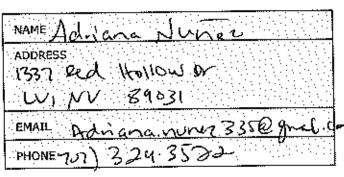
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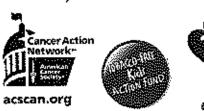
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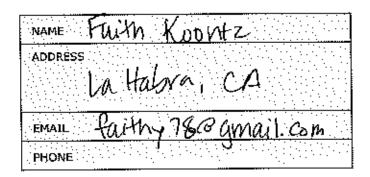


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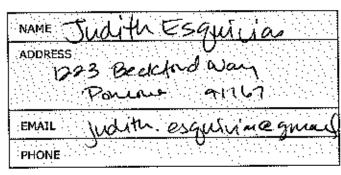


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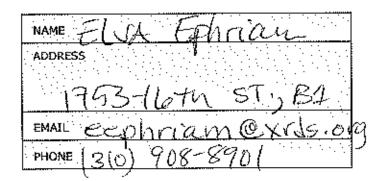


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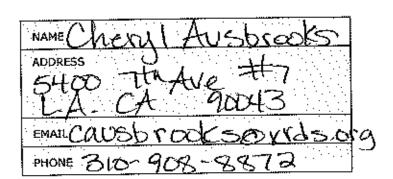


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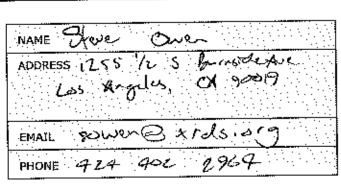
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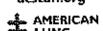
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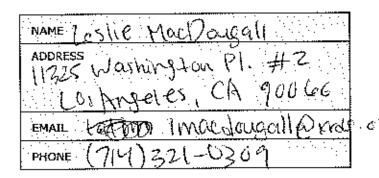


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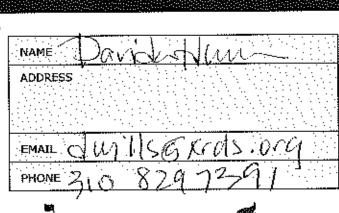
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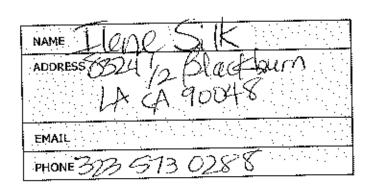


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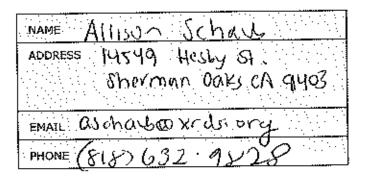


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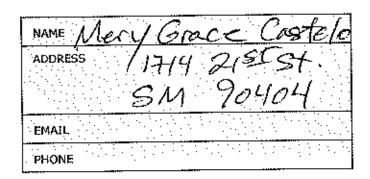


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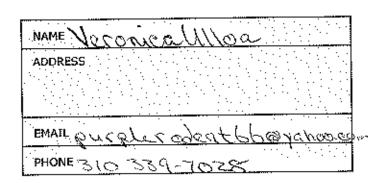


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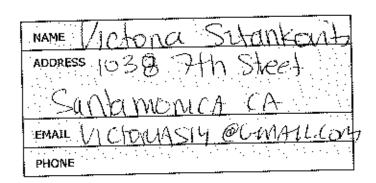


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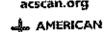
NAME Kalhenne Ruiz
ADDRESS
KMIZBLER GOGMON LOW

EMAIL
PHONE (316) 803-7999





American Heart Association

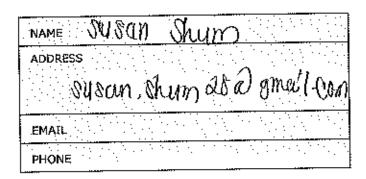


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NAME ADDRESS EMAIL PHONE









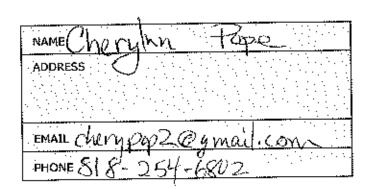


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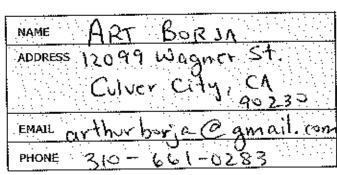
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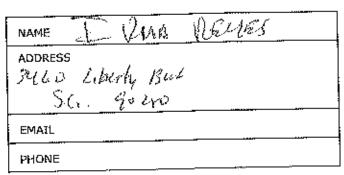
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EMAIL ALUAS de amfoundation 77 eg man

PHONE 323 - 675-4143









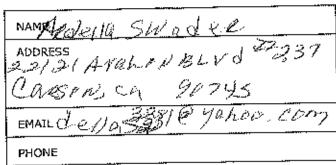


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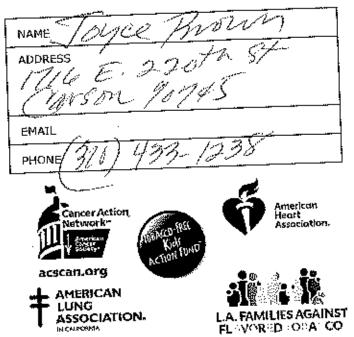


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NAME EVORS SAOWLENS
ADDRESS 1933 E. 1221 St. 1211
COMPTON, CA 90322

EMAIL
PHONE 542 407-4037





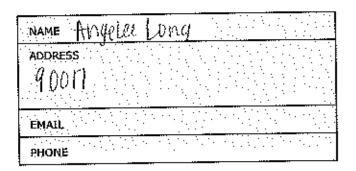


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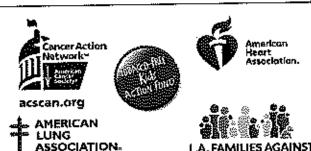
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NAN	me Melance Vivera
ADE	oress 137 lime st apt 4 nglewood, casfornia 90301
EM/	All riverame lanitee @ gmall con
PH	ONE 323 - 501-0317











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NAME MUM'N ESCHIVIUS

ADDRESS

4814 West 104 St

EMAIL MANNESONIVIUS @ gmall-Com

PHONE (U24) 200-7916









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ADD	RESS 149 S. Hill St., Ste 600 Los Angels, CA	
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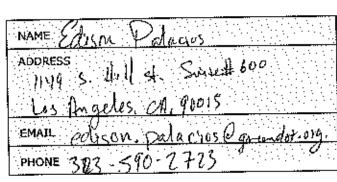
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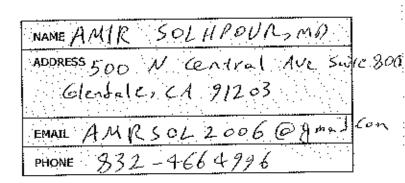


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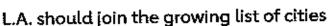
NAME AMIR SOCHPOUR, MID 500 N Central AVE SUR Glendale, CA 91203 EMAIL AMR SOL 2006 @gnoliton PHONE 832 - 466 499









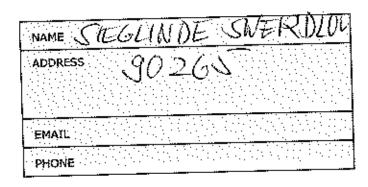


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Muren NAME ADDRESS. EMAIL MMORENO 40 DAS PHONE Cancer Action Heart Association Network







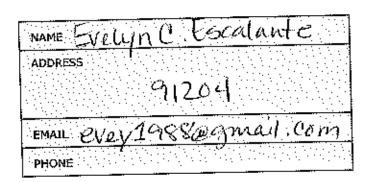


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NAME P. Nyn Mitchell-Stop ADDRESS 92649 EMAIL Robyn, Store & Seventabel PHONE .com









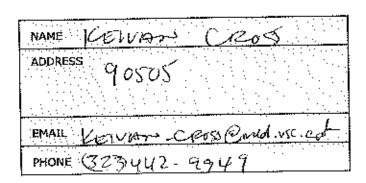
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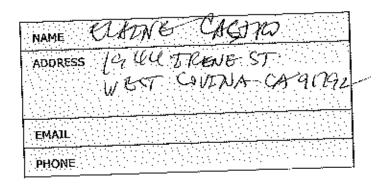


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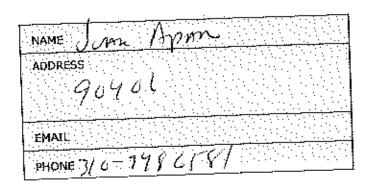


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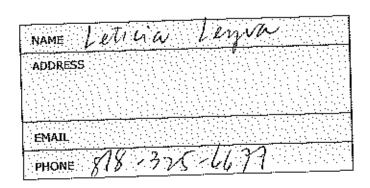


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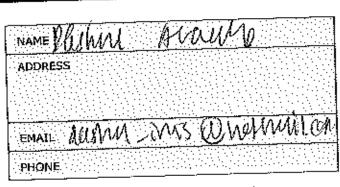
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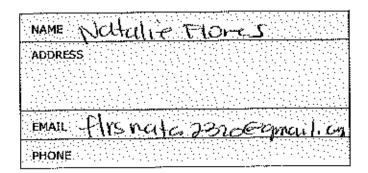


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Particia Piza NAME ADDRESS About LACA 20007 Patriz65@ Hahou-Ca **EMAIL** 303 4959769 PHONE



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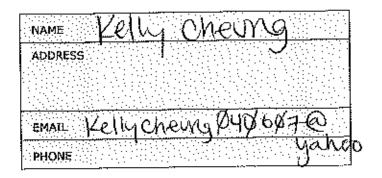


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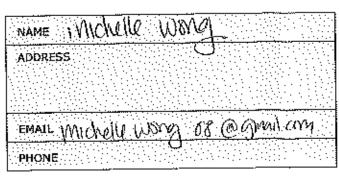
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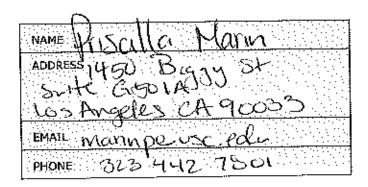


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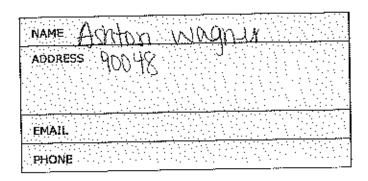


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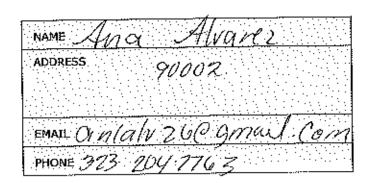


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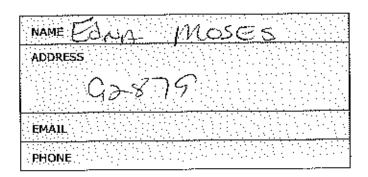


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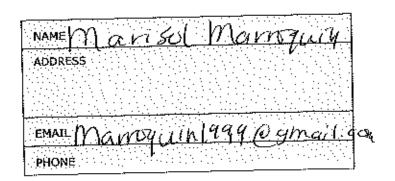
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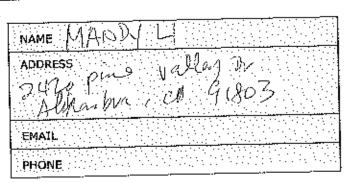
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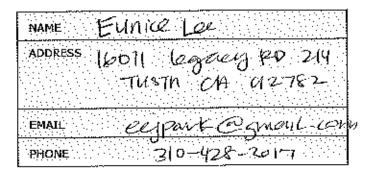


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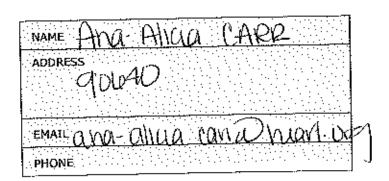
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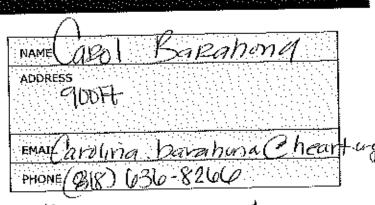
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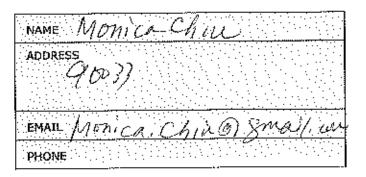


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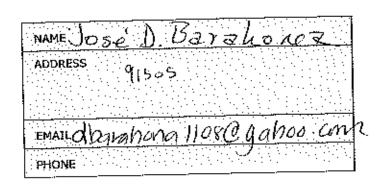
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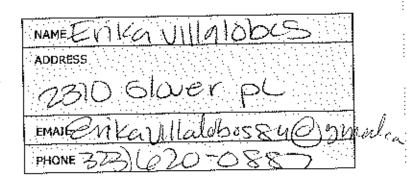
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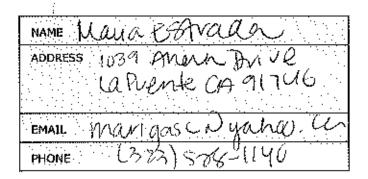
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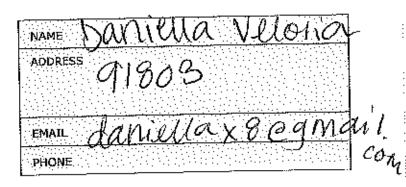


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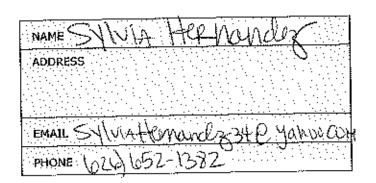
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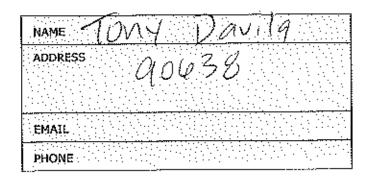
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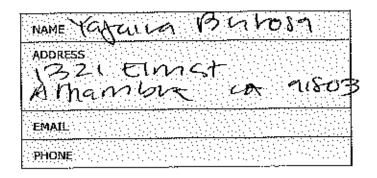
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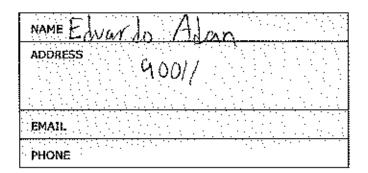
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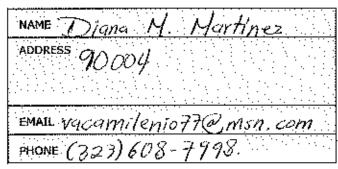
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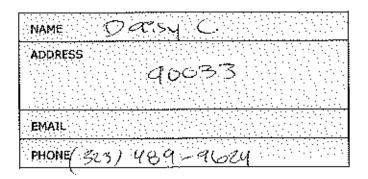


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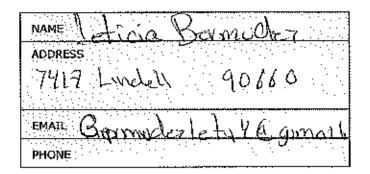
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- Los cigarrillos electrónicos de sabor dutae como JUUL han alimentado una epidemia de cigarrillos electrónicos para jóvenes.
- Los niños que comienzan a fumar con cigarrillos mon \cdot tolados tienen más probabilidades de volverse adictos.

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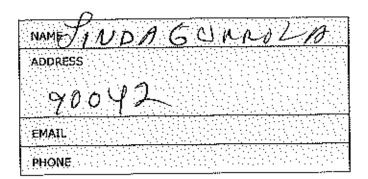
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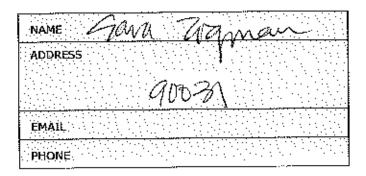
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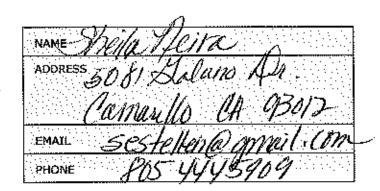
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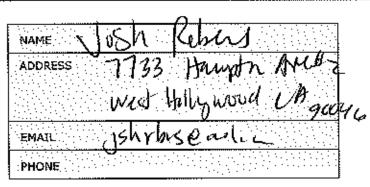
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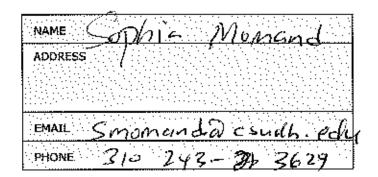


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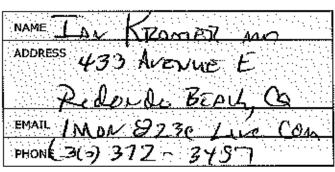
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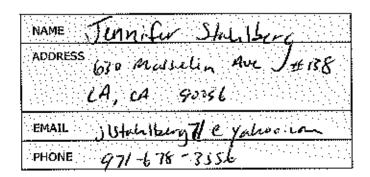


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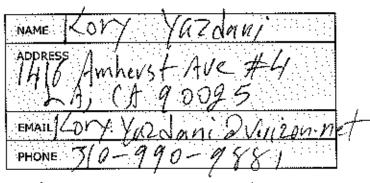
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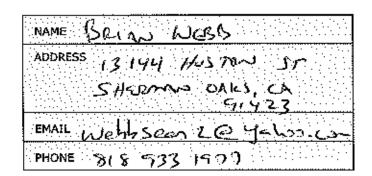


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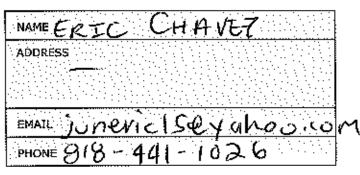
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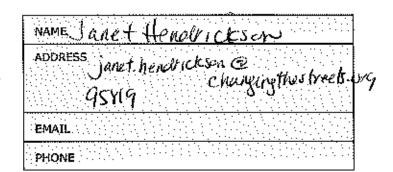


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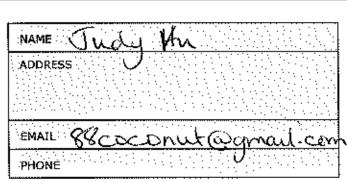
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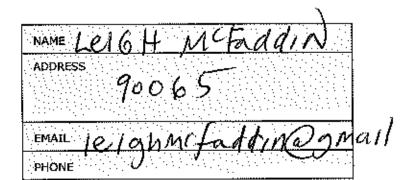
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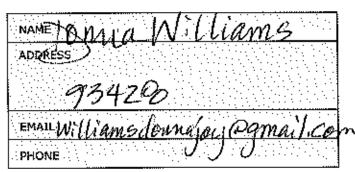
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NAME Olivia Contreras

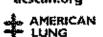
ADDRESS
A750 Federal Ave
LOS Angeles, CA

EMAIL Oliviac Saluze Gmail. Com
PHONE 20 254.034





American Heart Association.



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NAME	Karla Campelez
ADDRESS	ZOLT E 3rd Stret Los Mayoles CM 40035
EMAIL	Aunzelia Kartea @ gmail (











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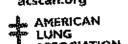
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EMAIL Cobus 52 gmml. 4PHONE (2-13) YYZ= J600









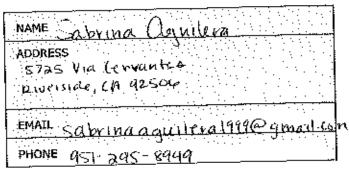


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NAME JONO LALADERO

ADDRESS 1506 & 8th 57.

Stockton, 44, 95206

EMAIL Juliarus & Rumullion

PHONE 209.696 0936

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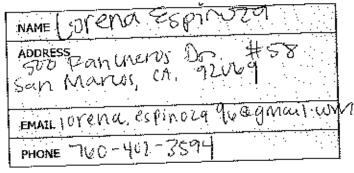
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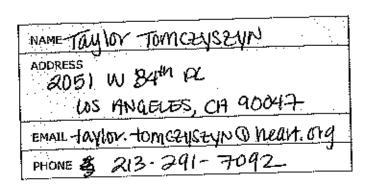


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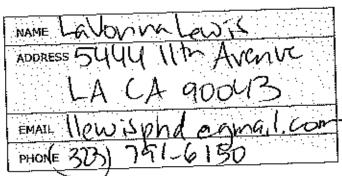
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NAME Augelito Yumang Jr.

ADDRESS 7800 Woodman Aug #534

Panorama City, CA 11402

EMAIL Ayumang 17 a gunil.com

PHONE (FIR) 257-4385









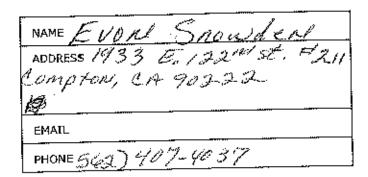


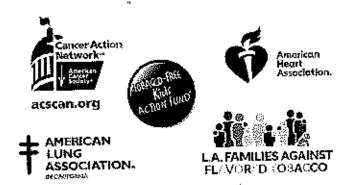
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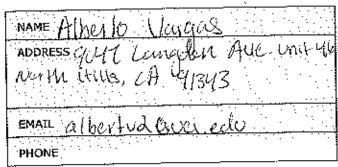


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NAME Shelpy Griffin

ADDRESS
3236 DEARK St.
Howston, TX

EMAIL Shelby Sgriffin@gmail.com

PHONE (832)-277-8819









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NAME	SCELA CARBOGNIA
ADDRES	
83	S W JEFFERSON BLVD.
EMAIL	sofia coupsymil@gmail.com
	(213) 952 4558











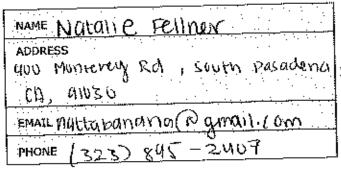
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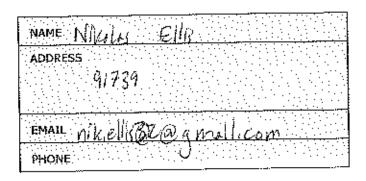


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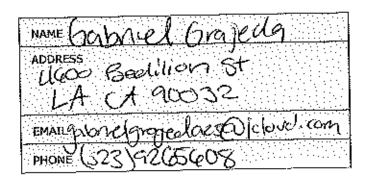
I A should join the arowing list of cities

I support the proposed ordinance that would end the sale of all flavored tobacco products.

Candy- and sweet-flavored tobacco products are luring L.A. kids and hooking them on nicotine.

- Eight out of ten youth tobacco users started with a flavored product.
- Sweet-flavored e-cigarettes like JUUL have fueled a youth e-cigarette epidemic.
- Kids who start smoking with menthol cigarettes are more likely to become addicted.

L.A. should join the growing list of cities around the country that are working to end the sale of flavored tobacco products.





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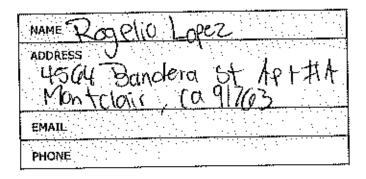
Los Ángeles debe proteger los niños de productos de tabaco con sabores dulces

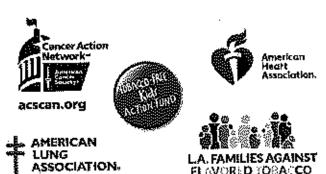
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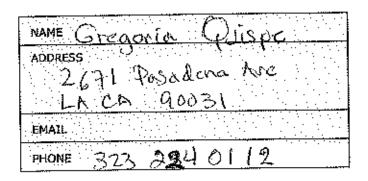
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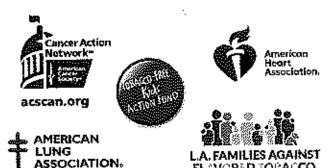
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Kimberly Nguyen NAME **ADDRESS** 1916 S Motherrin Ave Monterry Park CA 91754 xx kimxdxx Oyahoo com (626)586 8646 PHONE







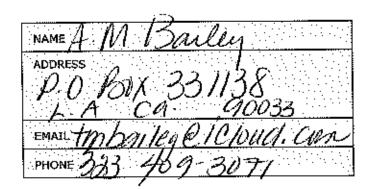


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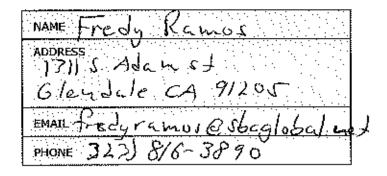
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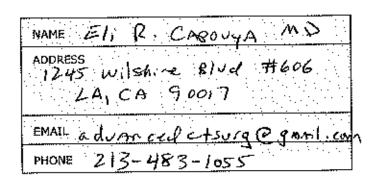


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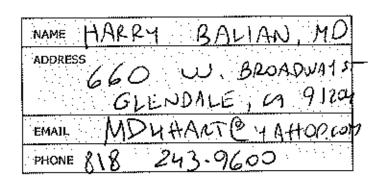


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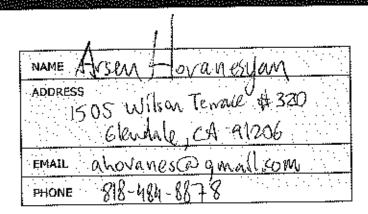


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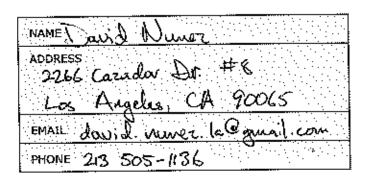


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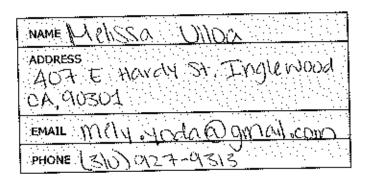


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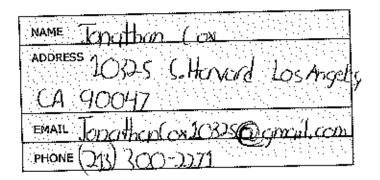


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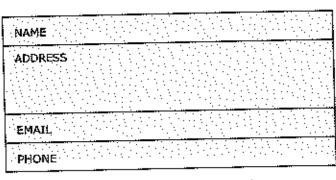
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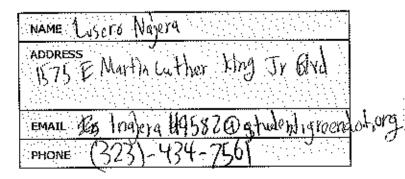


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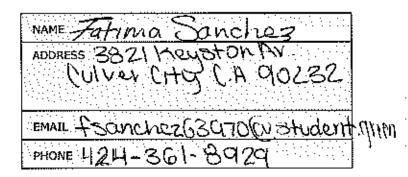


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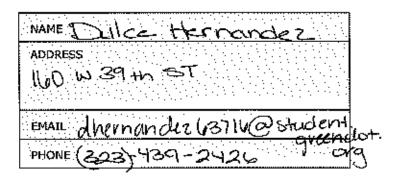


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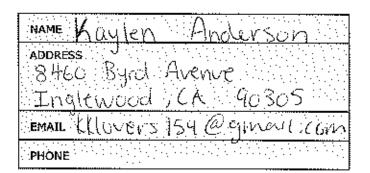


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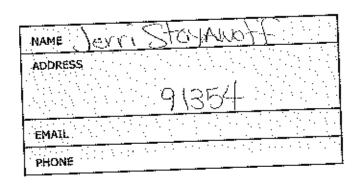


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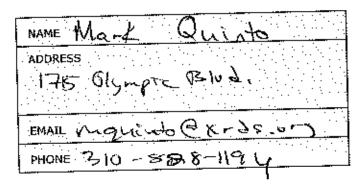


I support the proposed ordinance that would end the sale of all flavored tobacco products.

Candy- and sweet-flavored tobacco products are luring L.A. kids and hooking them on nicotine.

- Eight out of ten youth tobacco users started with a flavored product.
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- Kids who start smoking with menthol cigarettes are more likely to become addicted.

L.A. should join the growing list of cities around the country that are working to end the sale of flavored tobacco products.













L.A. City and County Must Protect Kids from Candy-and Sweet-Flavored Tobacco Products

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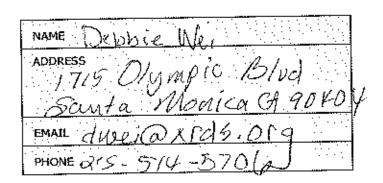


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Communication from Public

Name:

Date Submitted: 12/04/2019 10:00 PM

Council File No: 18-1104

Comments for Public Posting: Please see attached for 172 petitions from American Heart

Association volunteers urging the council to end the sale of

flavored tobacco.

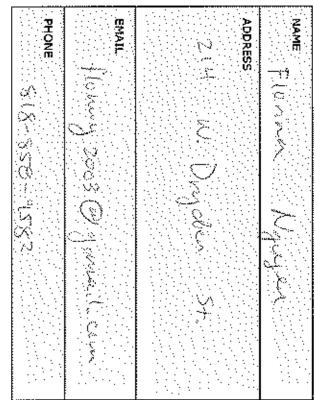
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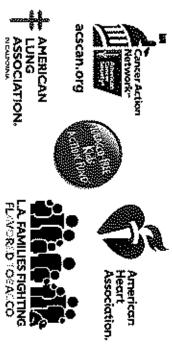
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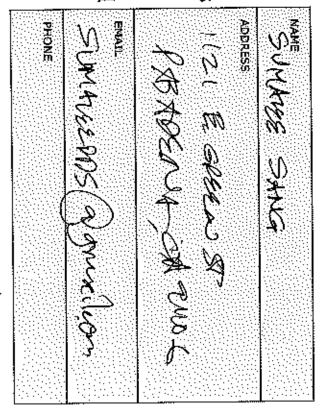


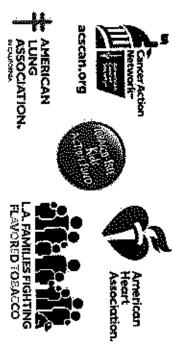


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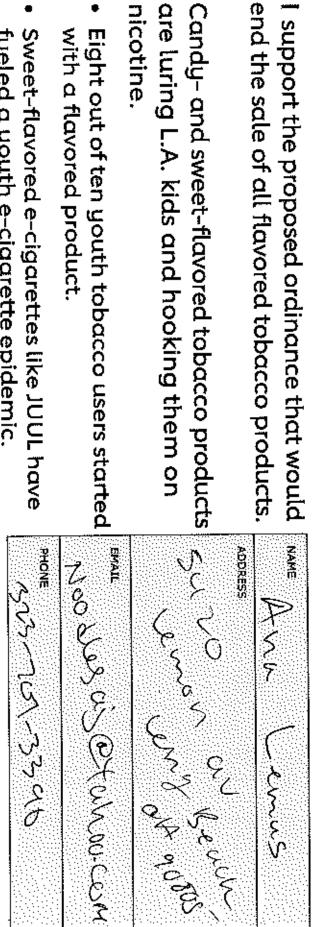


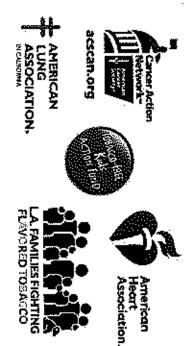
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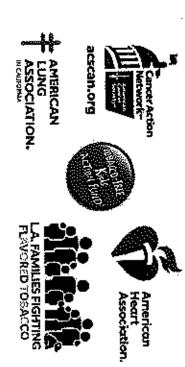


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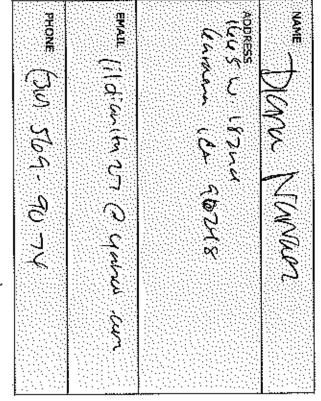
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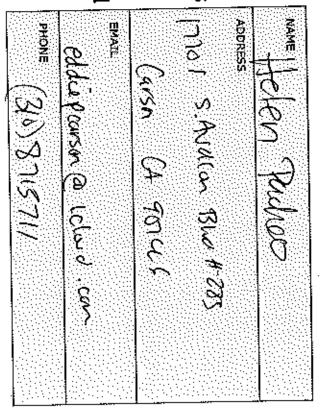


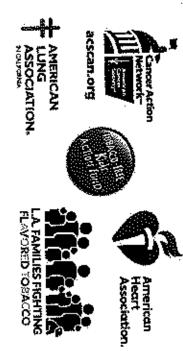


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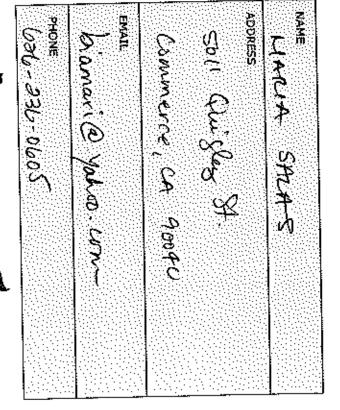


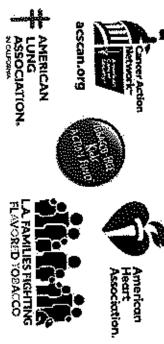


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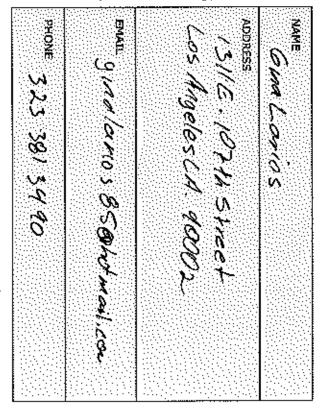


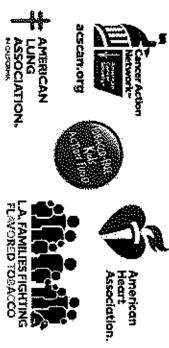
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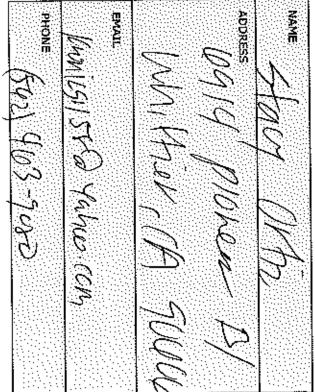




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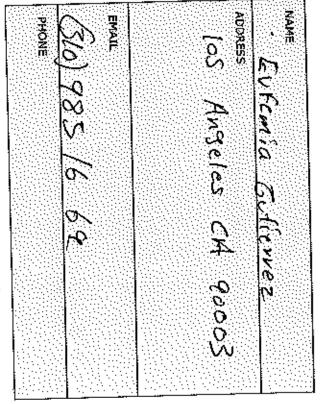


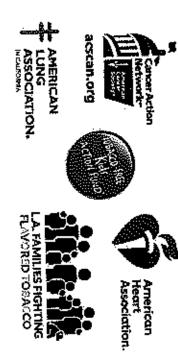


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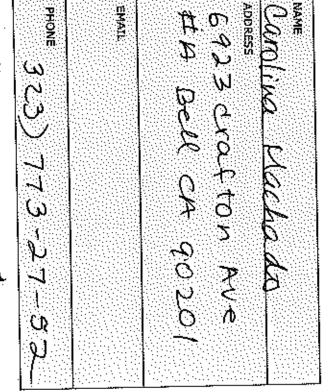


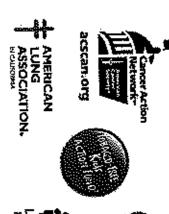
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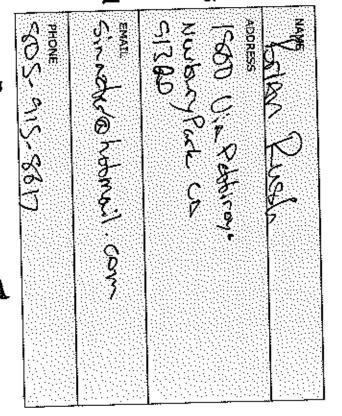


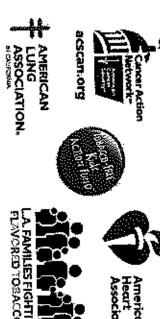
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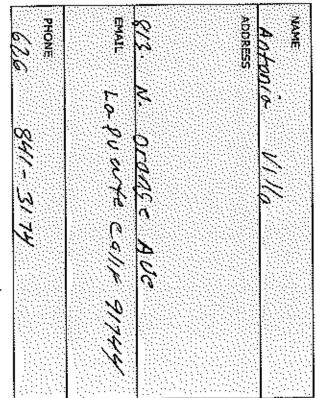


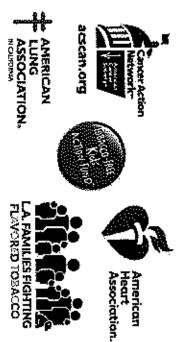
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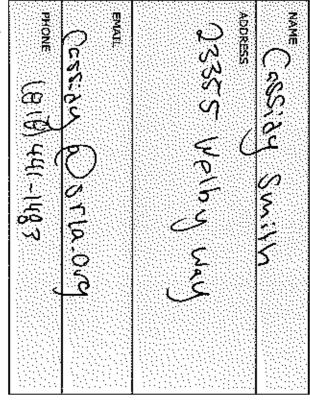


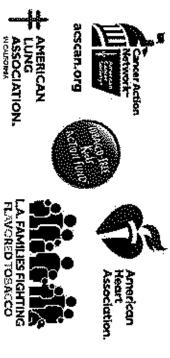
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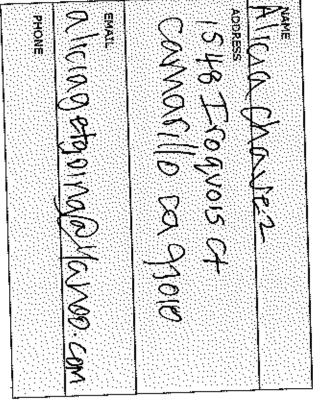


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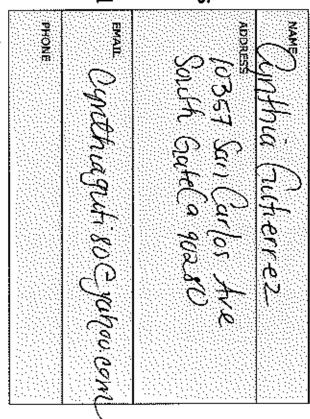


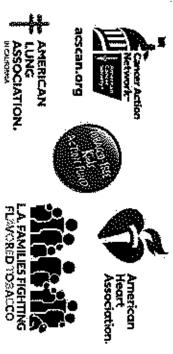


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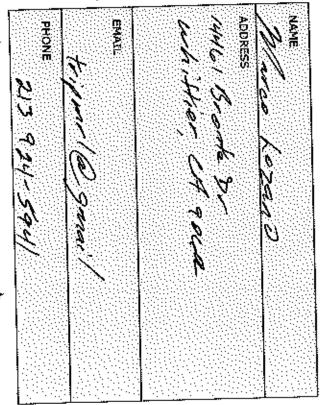


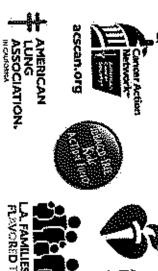
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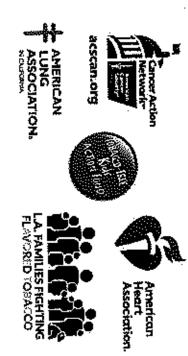


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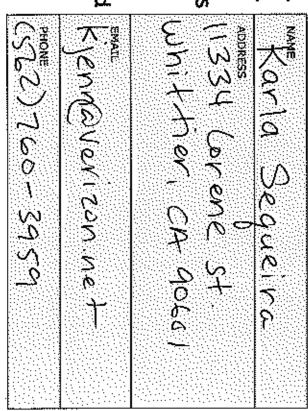


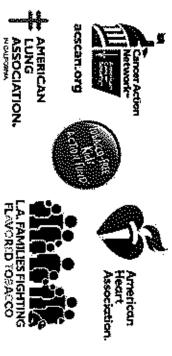
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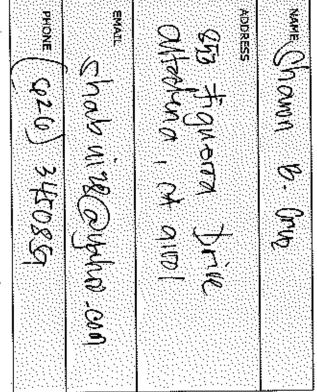


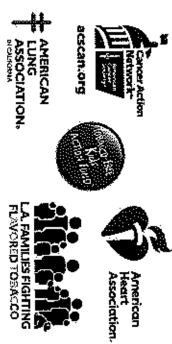


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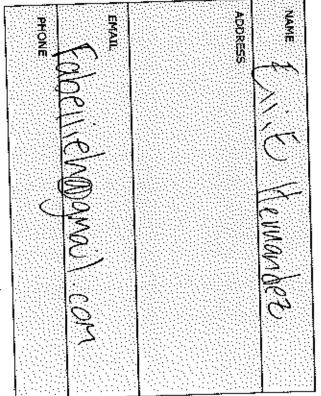




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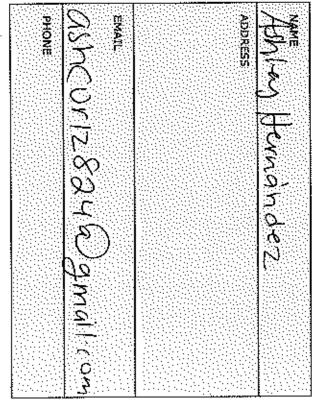


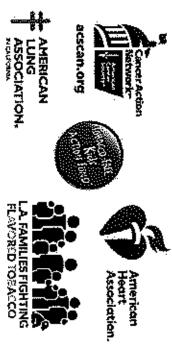
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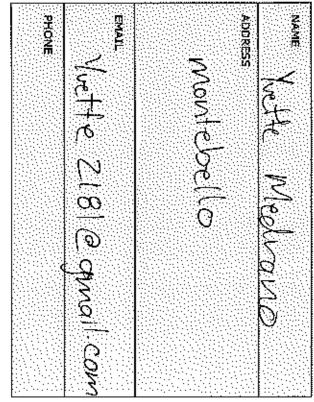


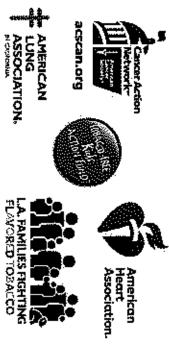


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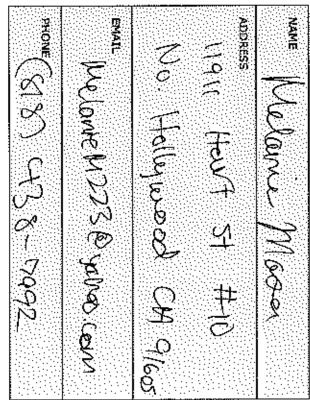


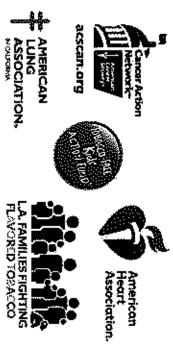
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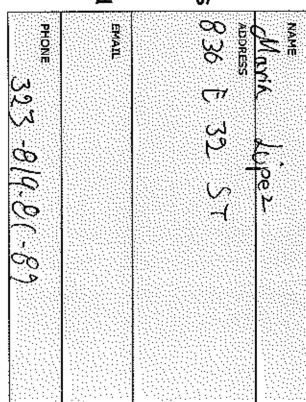
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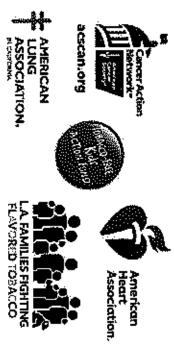


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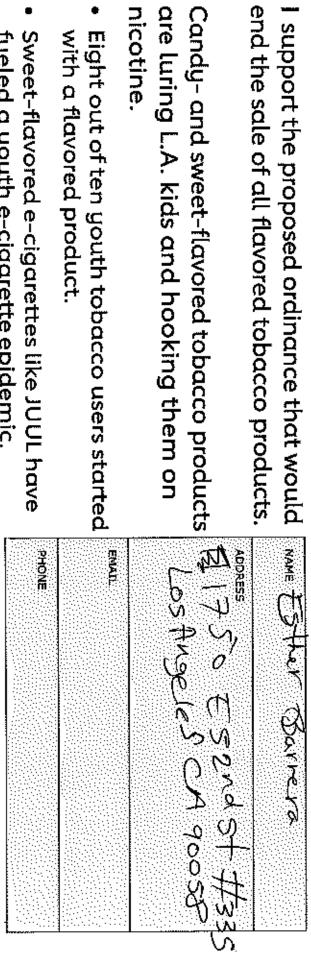


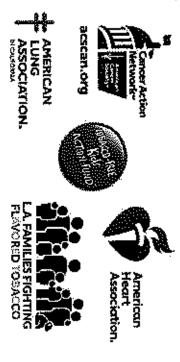


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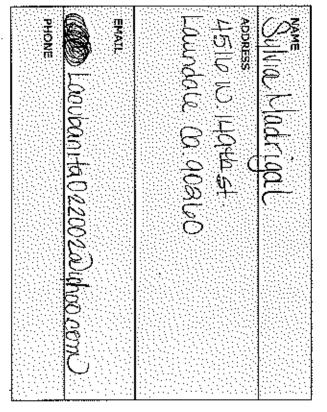




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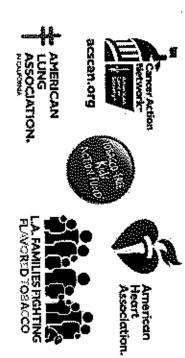


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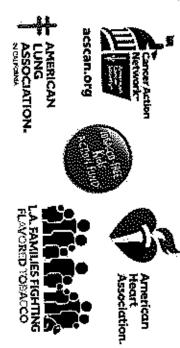
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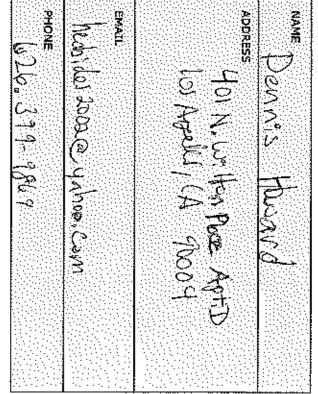


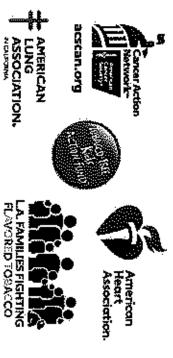
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NAME JOANNE /WENG

ADDRESS

Alhambra 91803

EMAIL

PHONE 626-458-3788



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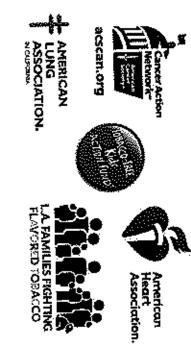


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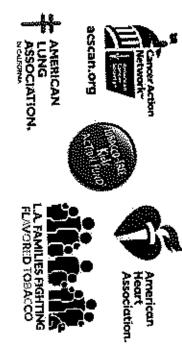


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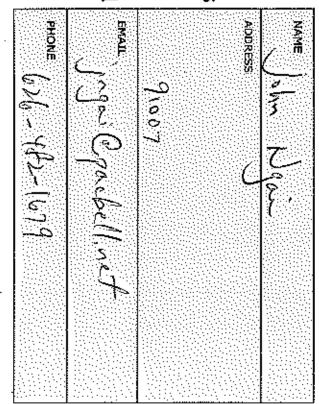


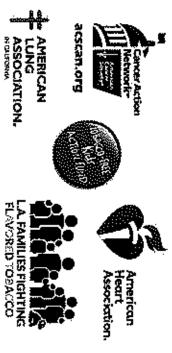
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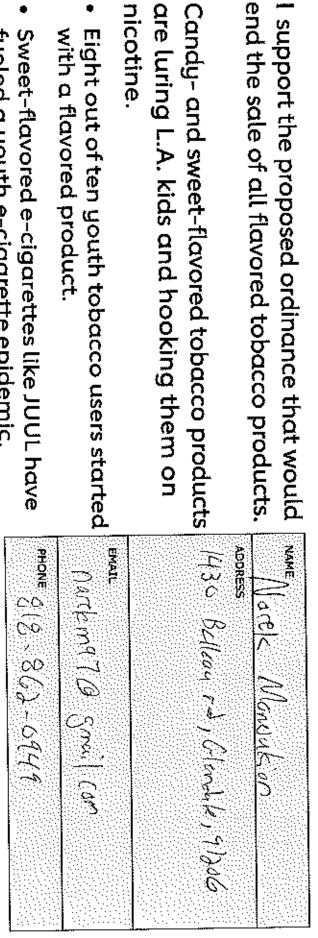


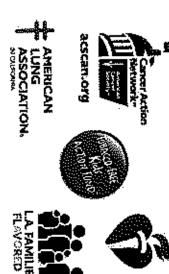


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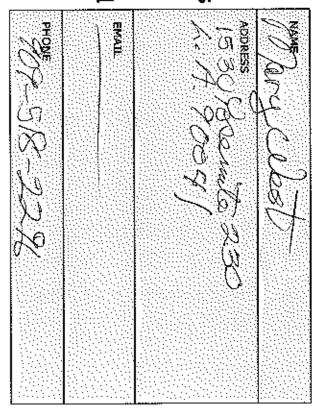


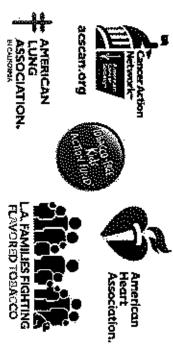
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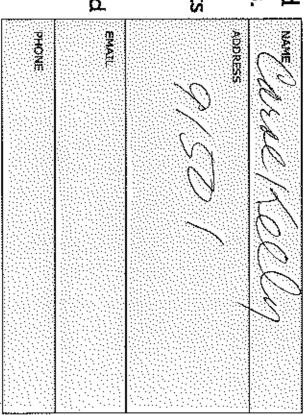


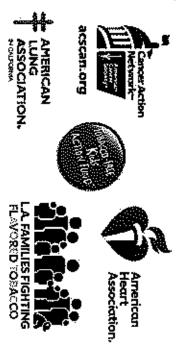


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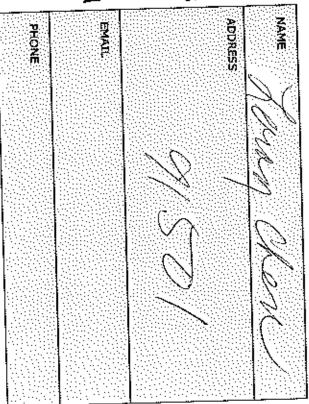




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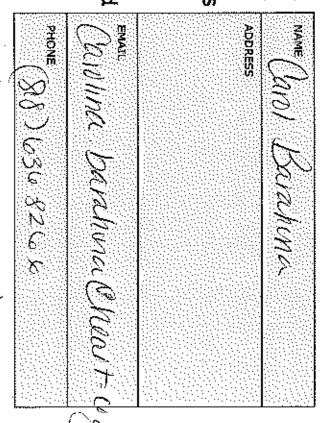


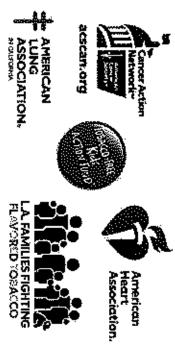


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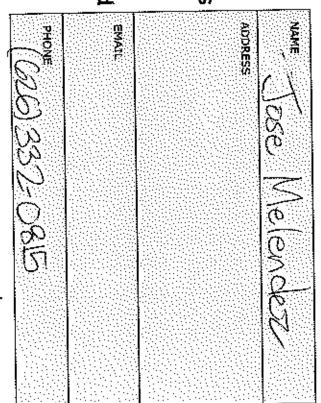


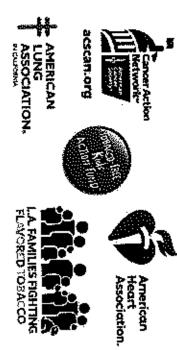


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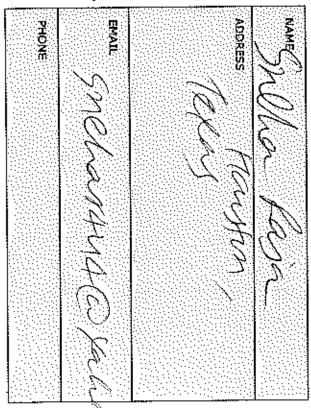


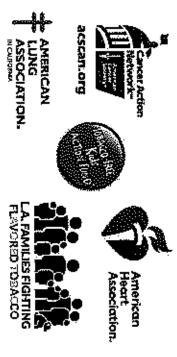


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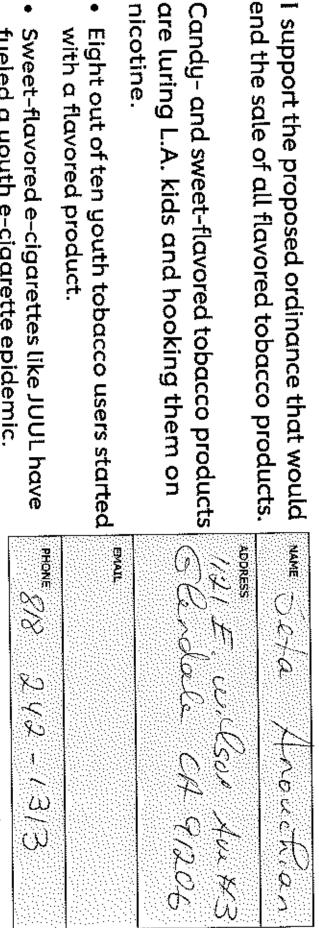




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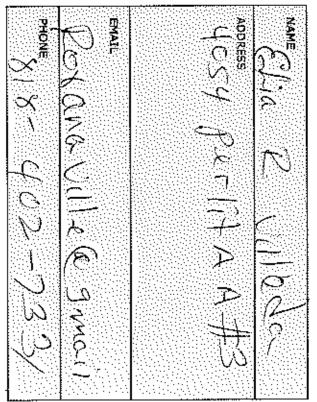


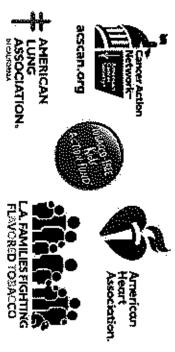


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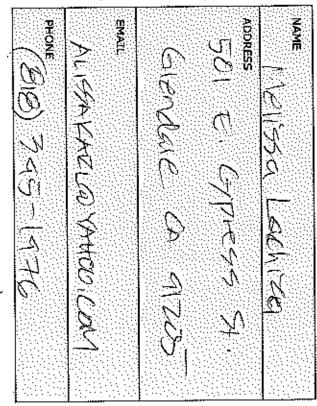


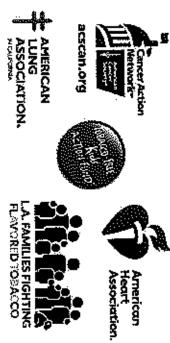


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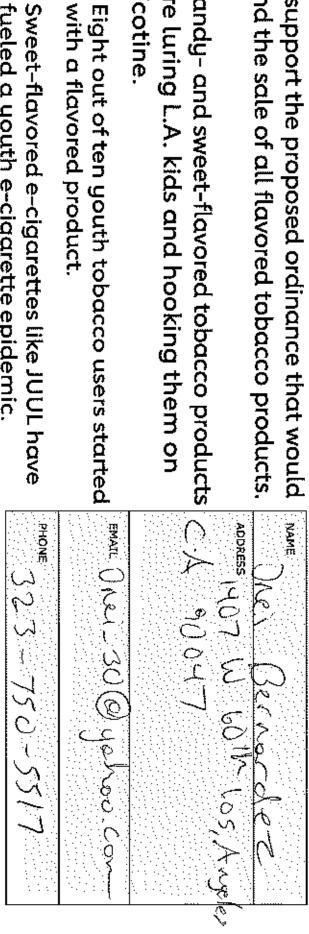
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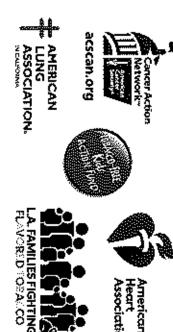
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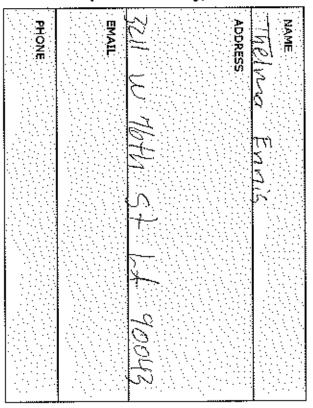


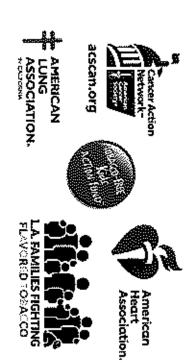
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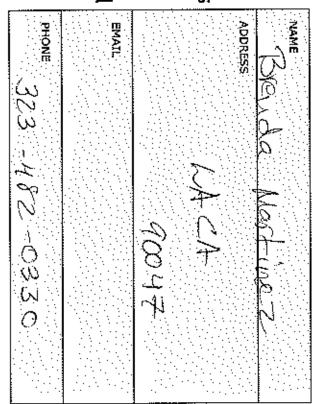
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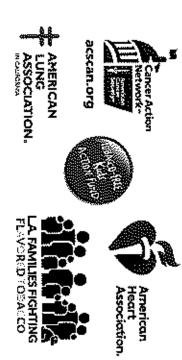
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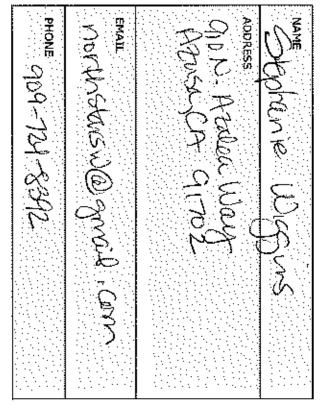
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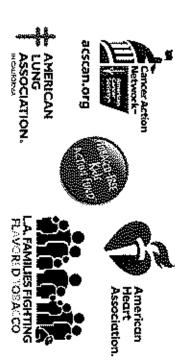
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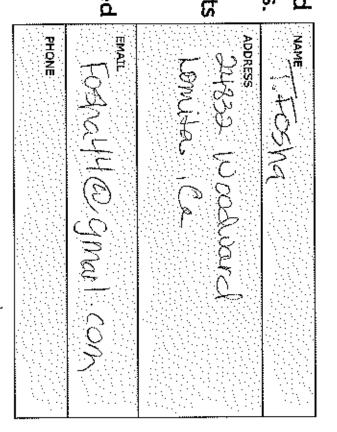
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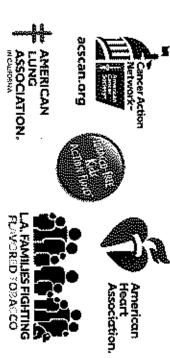
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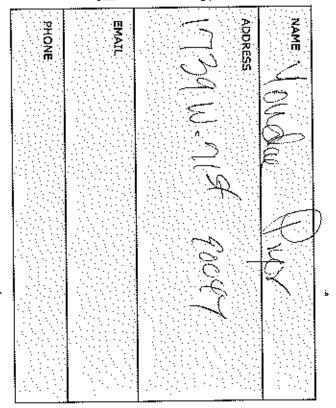


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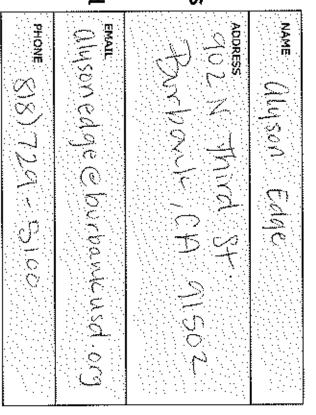
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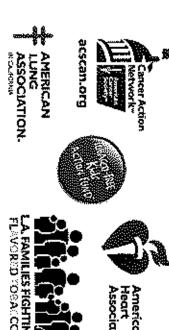
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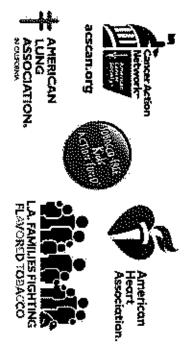
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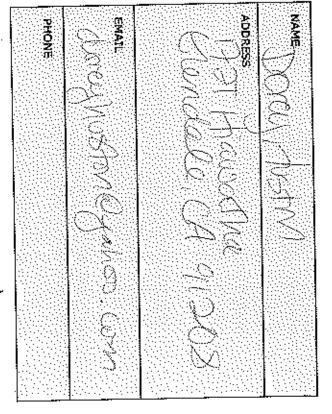
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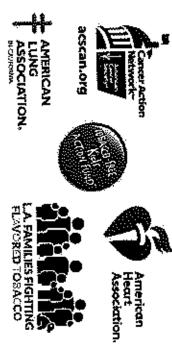


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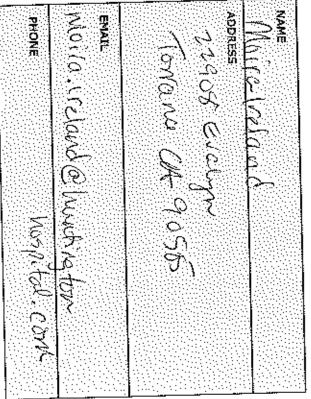


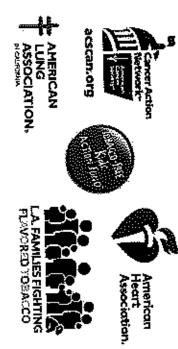
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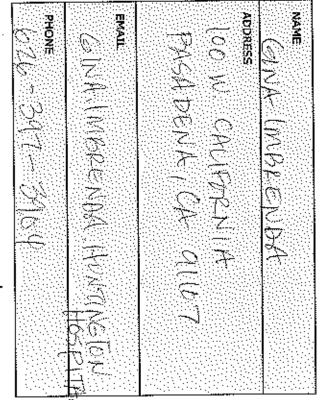


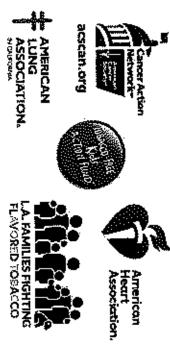


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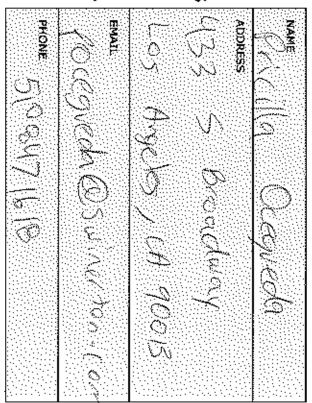


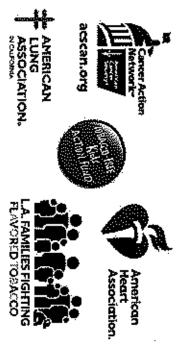


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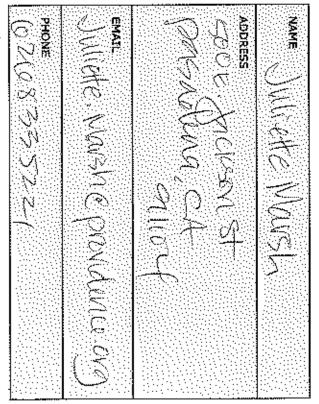


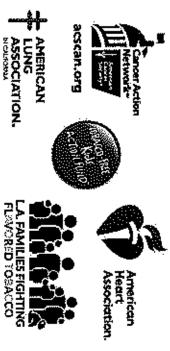


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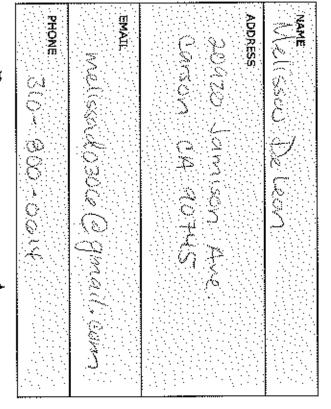
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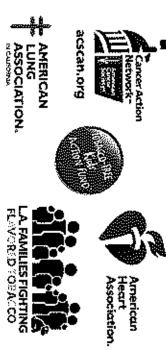
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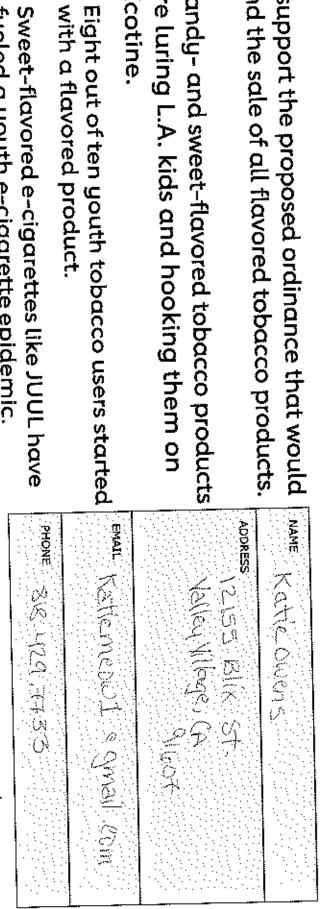


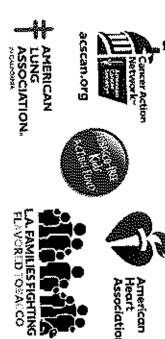
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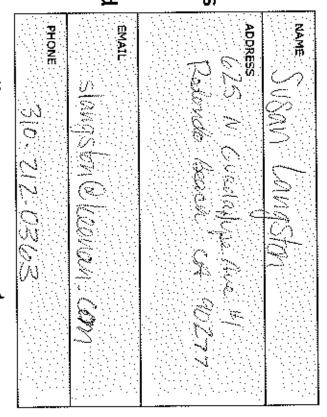
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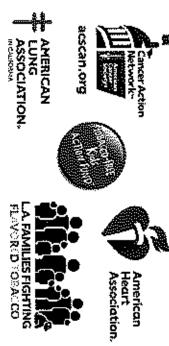
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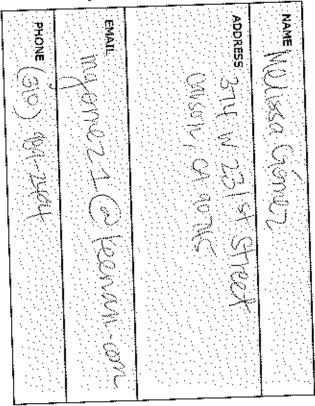


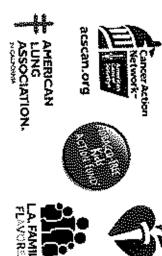
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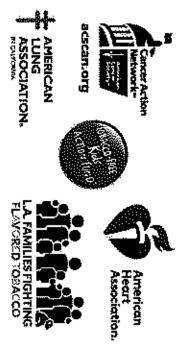
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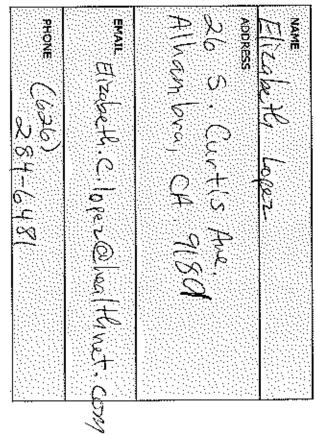
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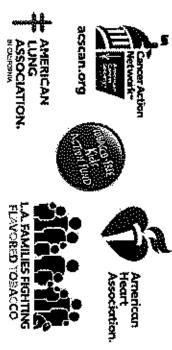


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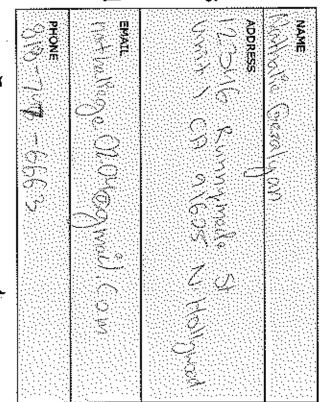


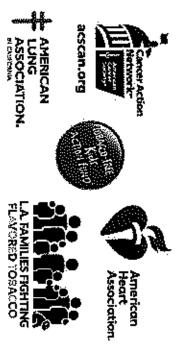
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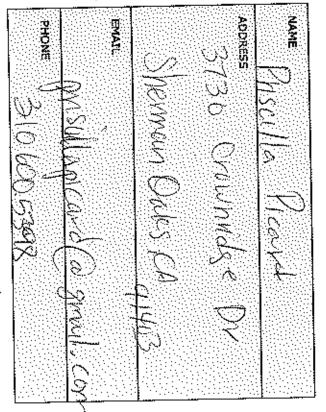




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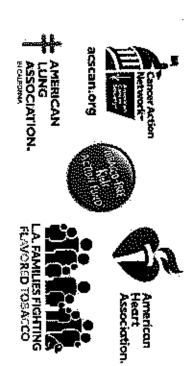


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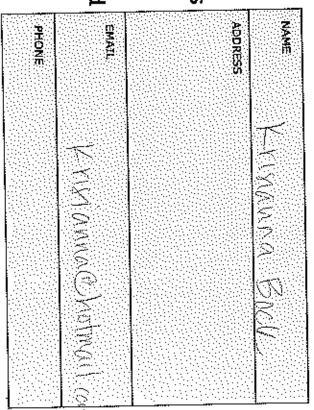
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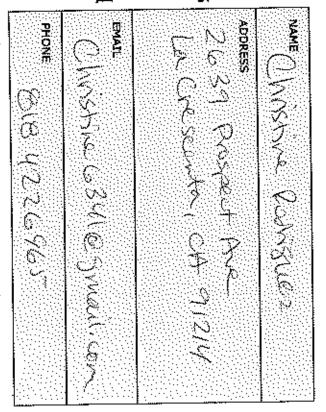


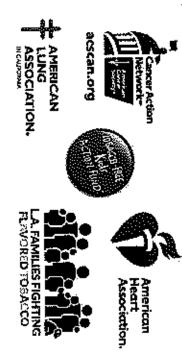
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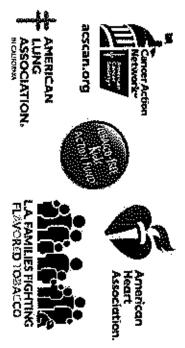


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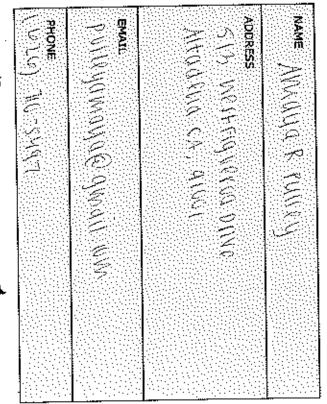
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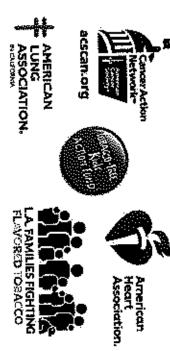


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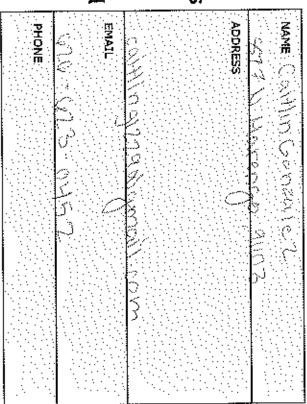
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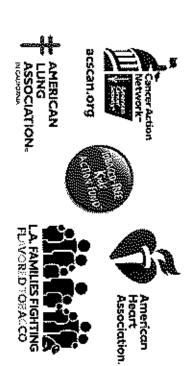
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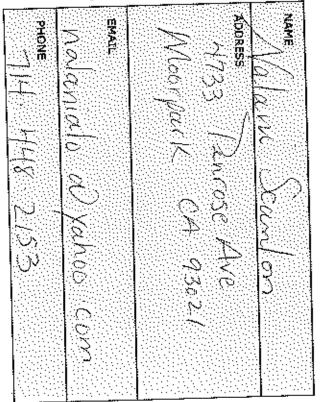


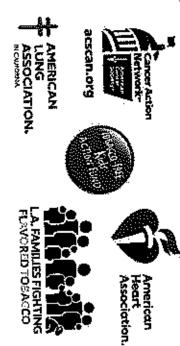
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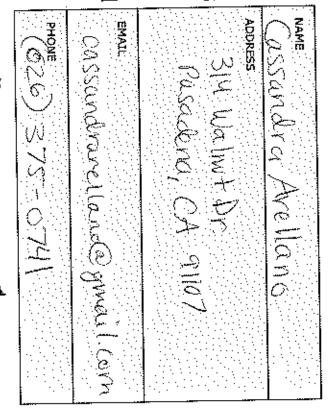


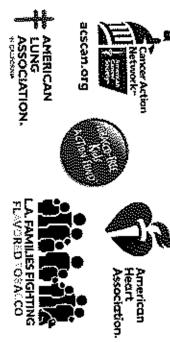
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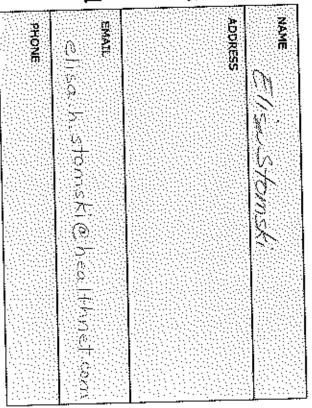




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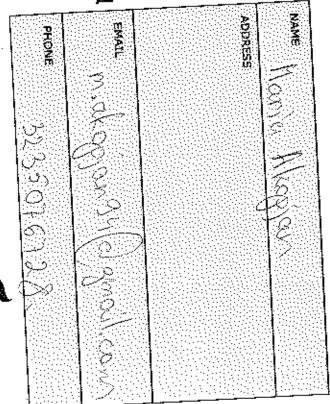


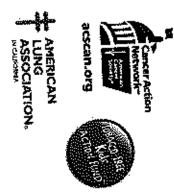
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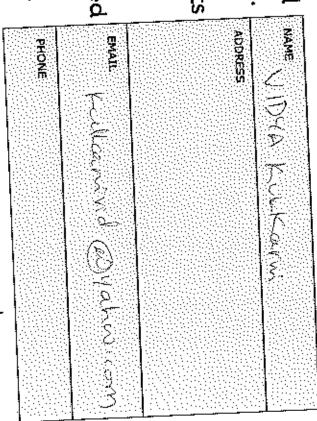


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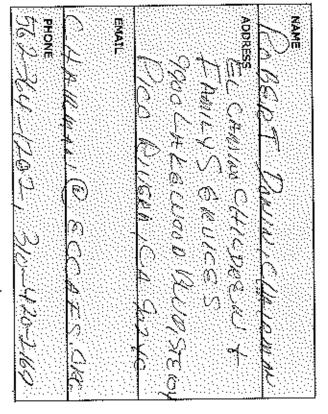




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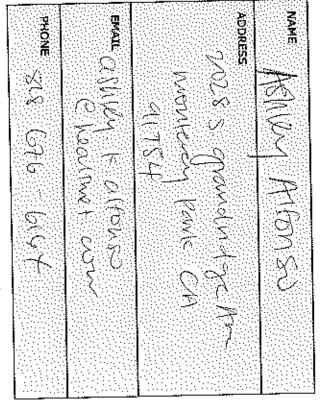


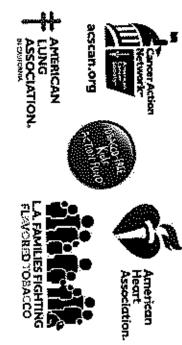


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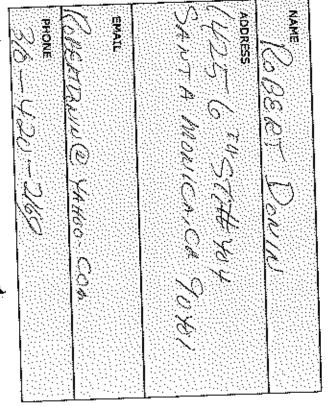




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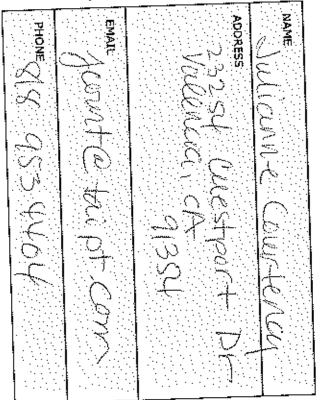
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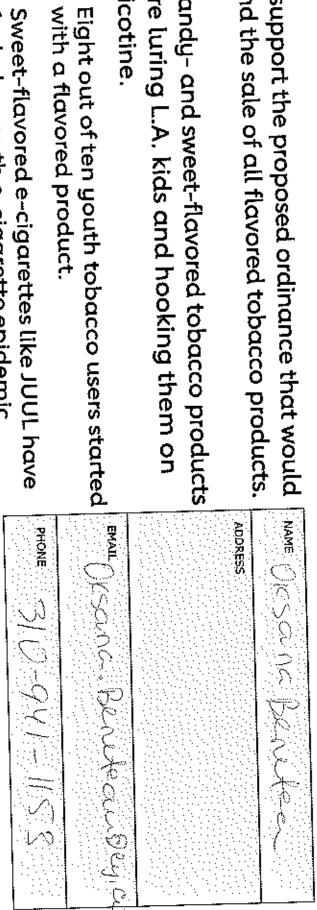
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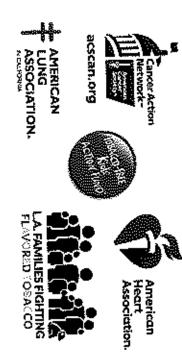
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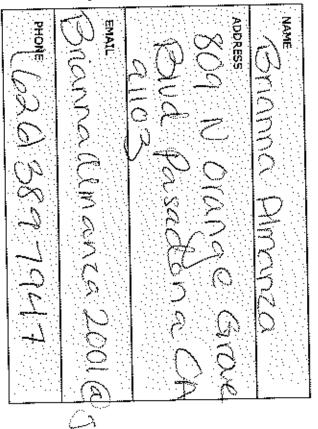


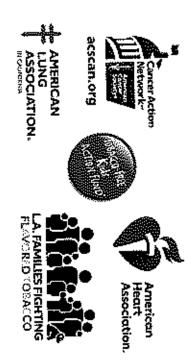
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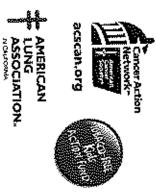
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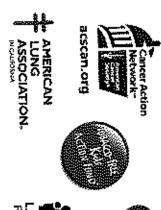
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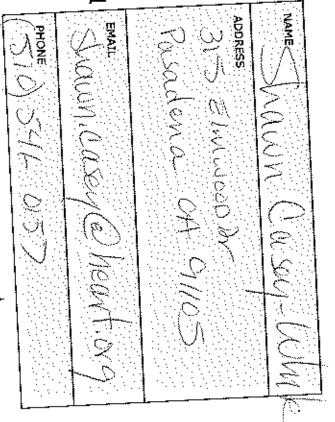


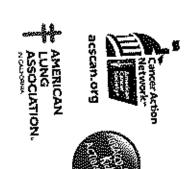
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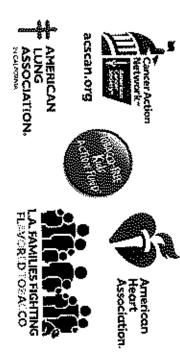
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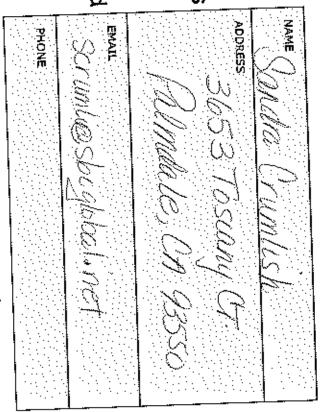


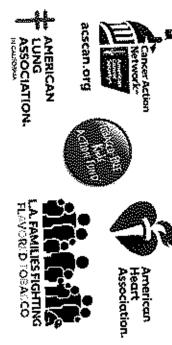
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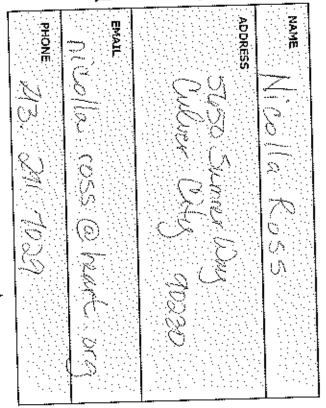


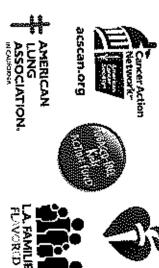
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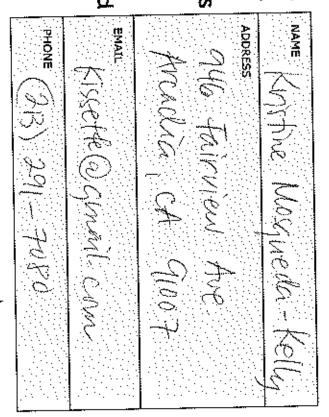


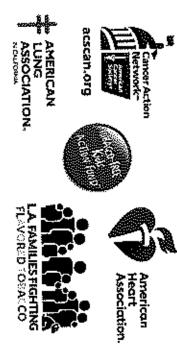
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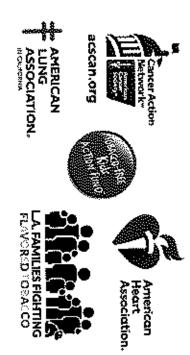


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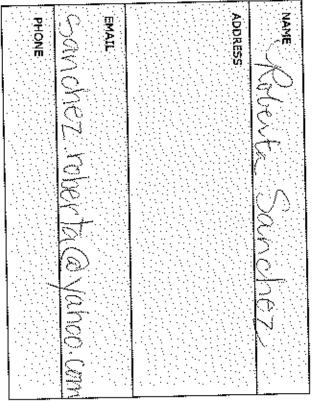


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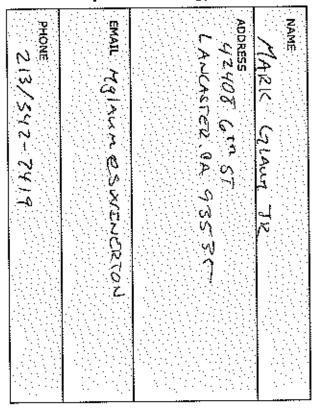


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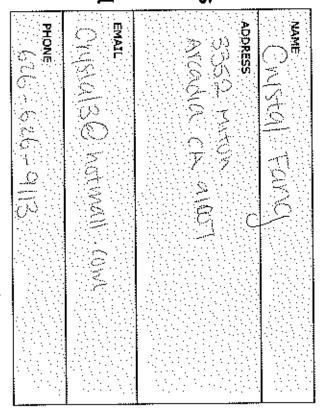


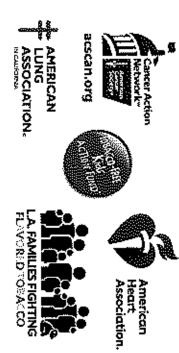
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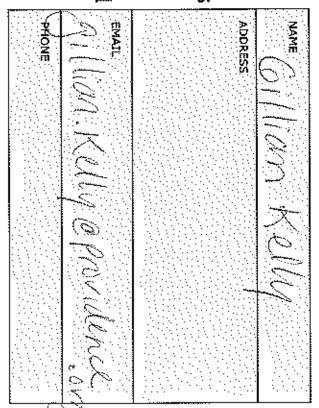


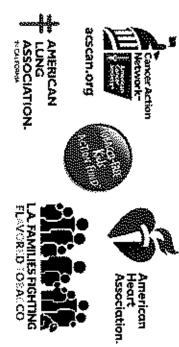
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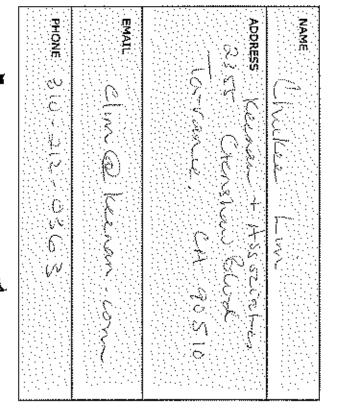


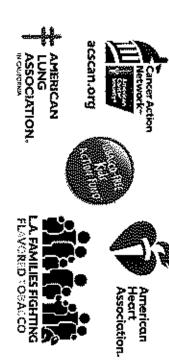
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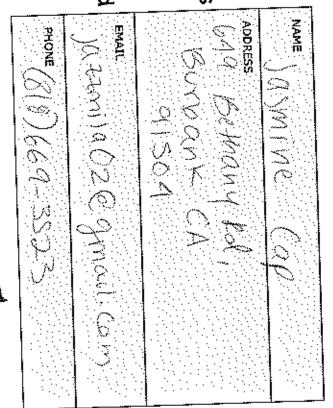


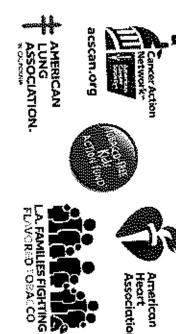
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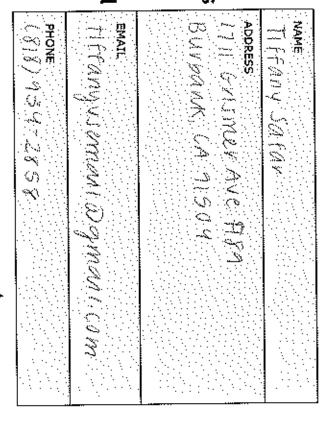


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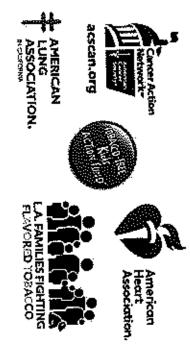


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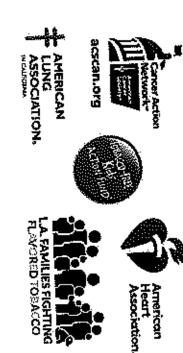


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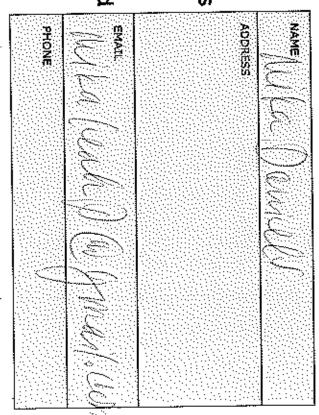
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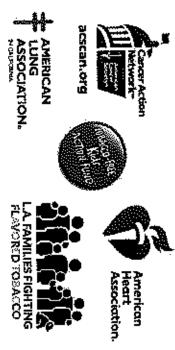


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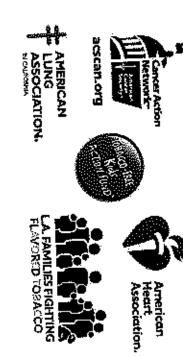
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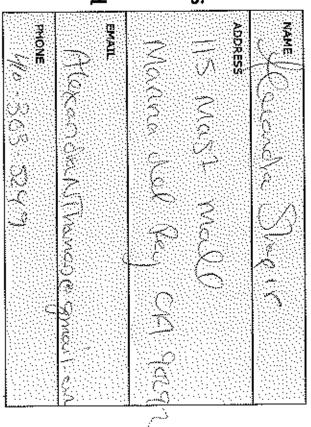
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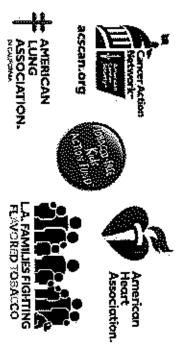


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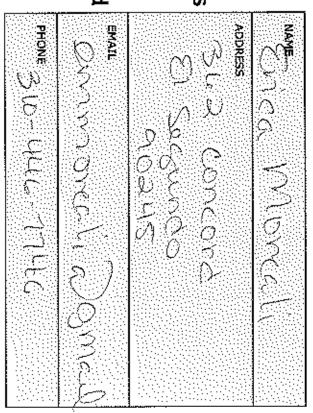


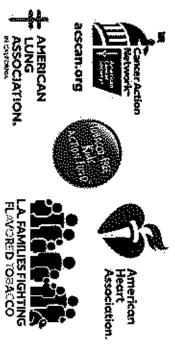


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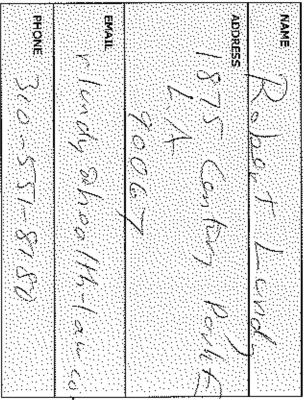


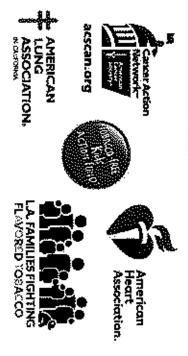


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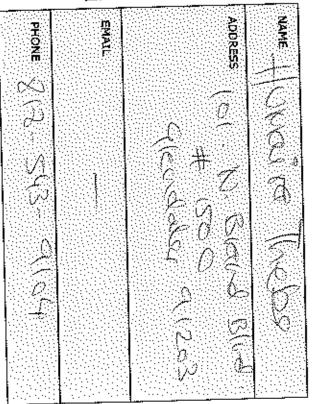


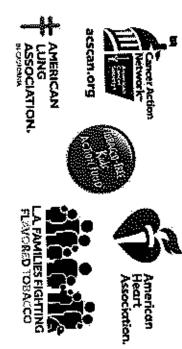
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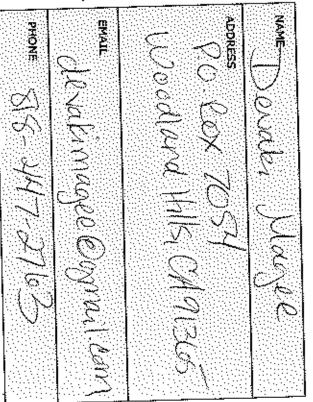


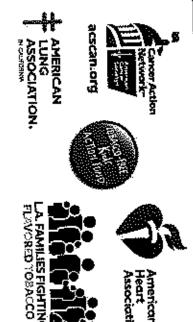


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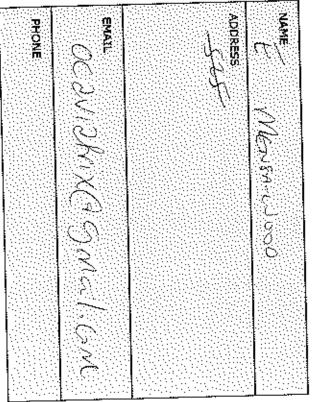




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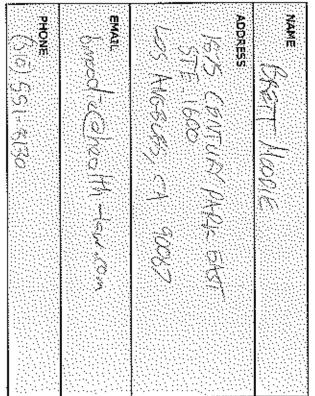


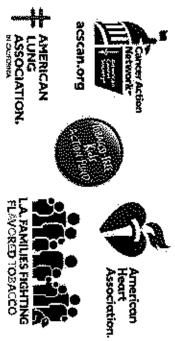


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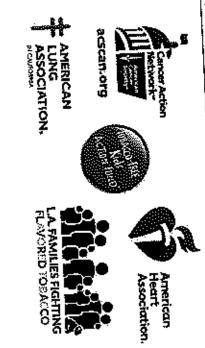


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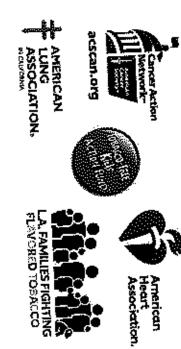
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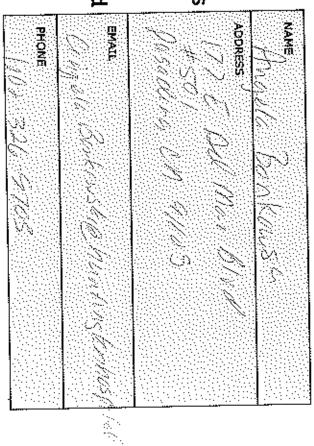
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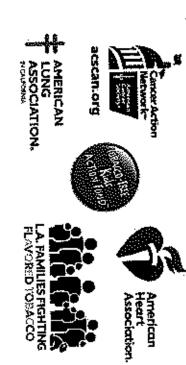


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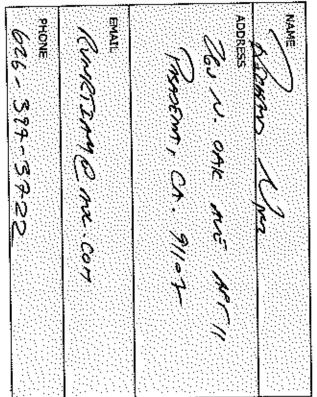


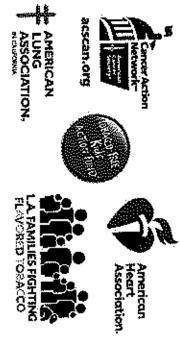


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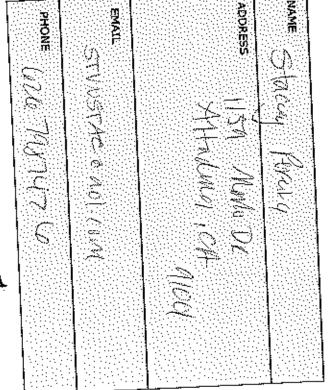


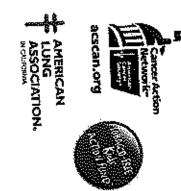
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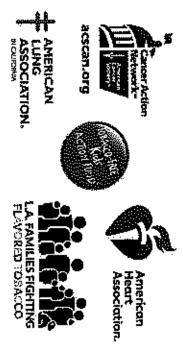


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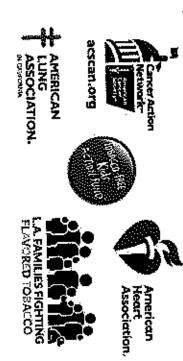


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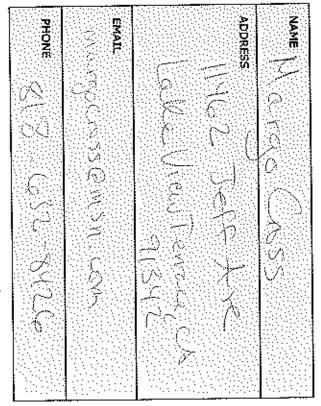


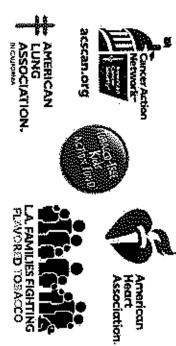
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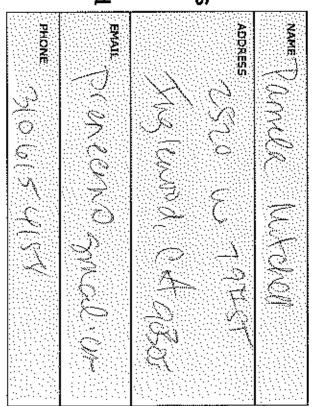


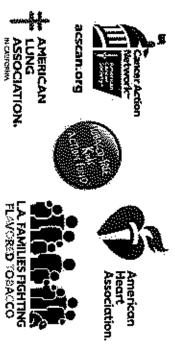
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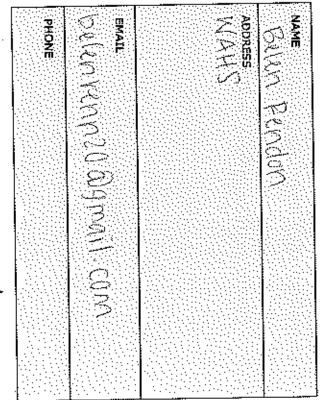


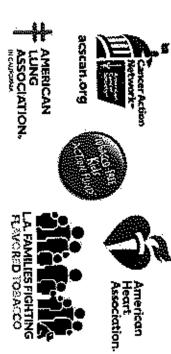


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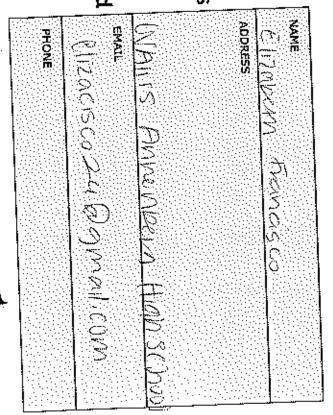


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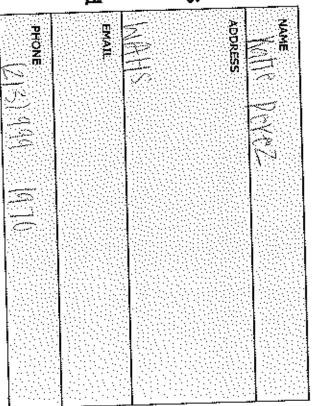




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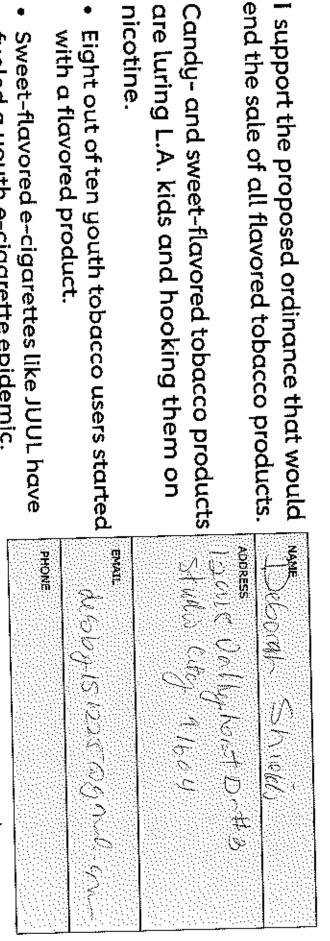


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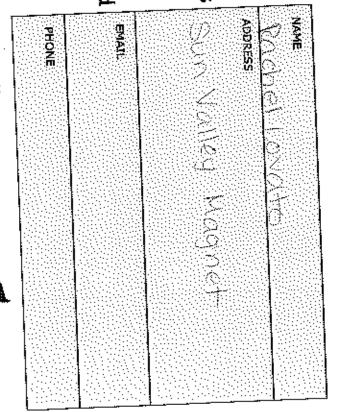


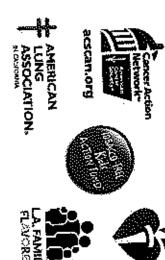


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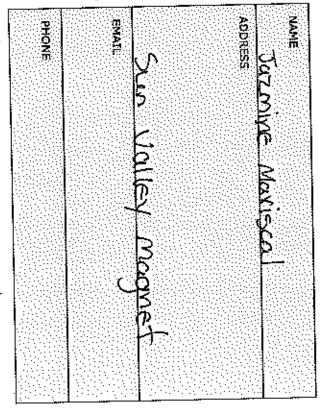


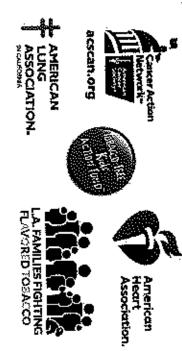


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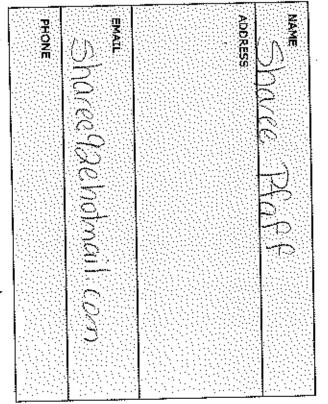


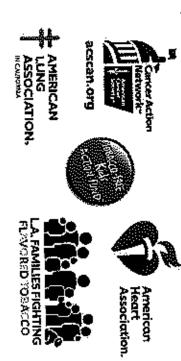


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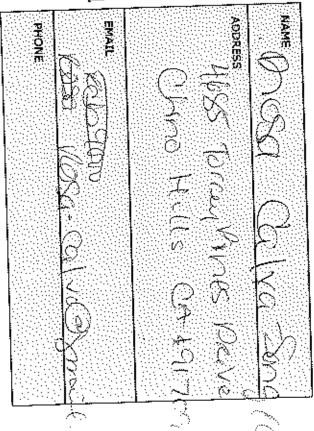


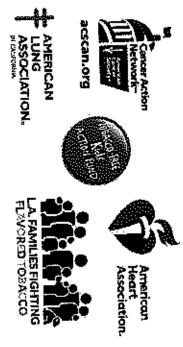


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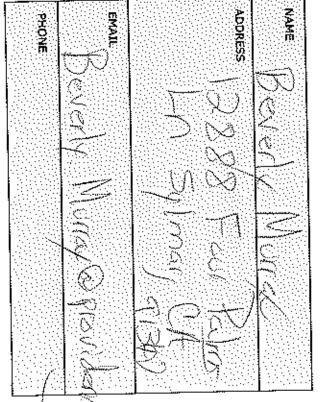


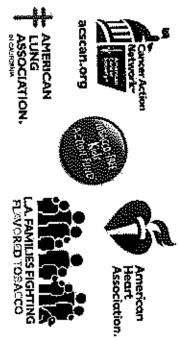


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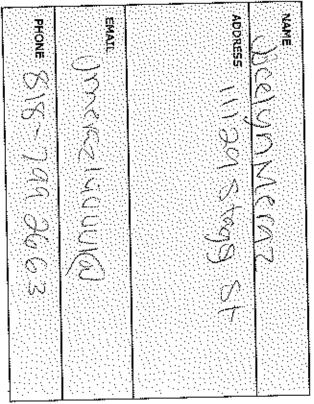


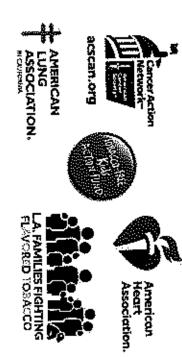


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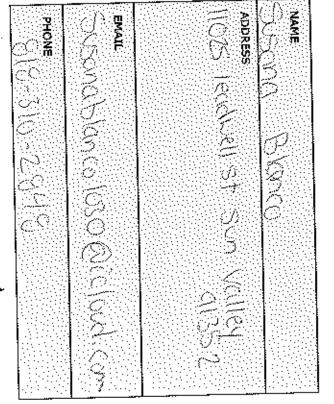


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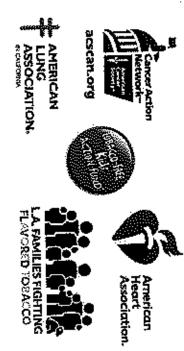


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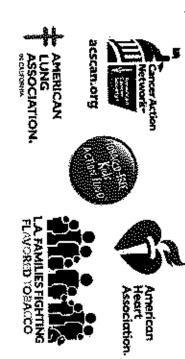


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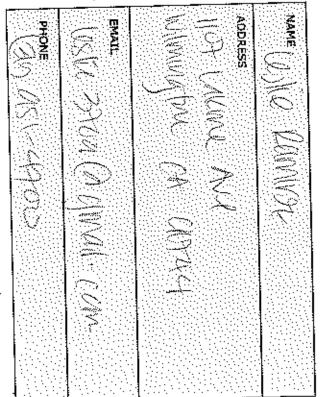


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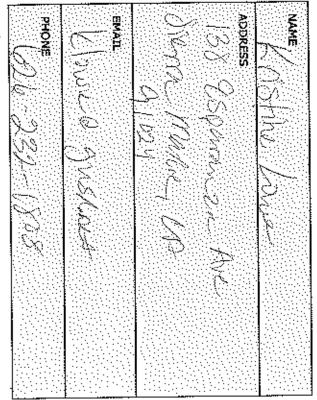


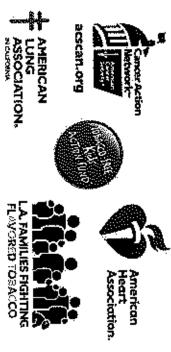


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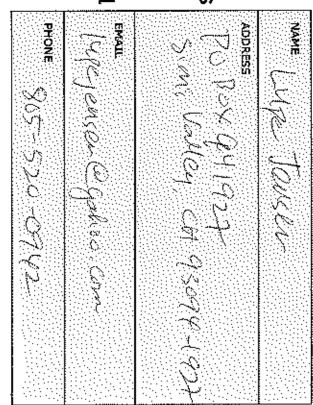


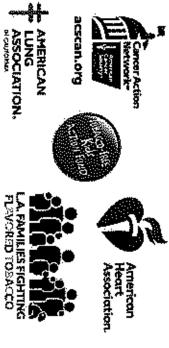


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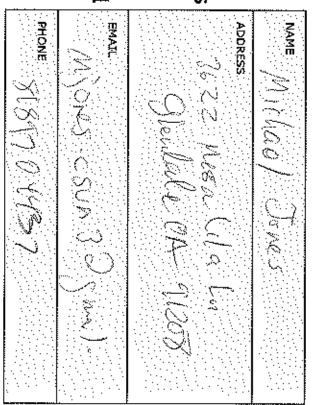
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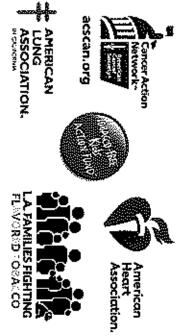
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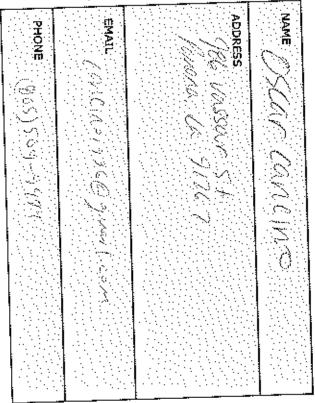
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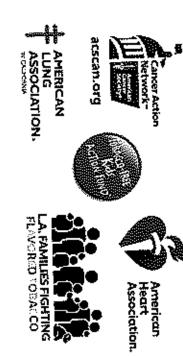
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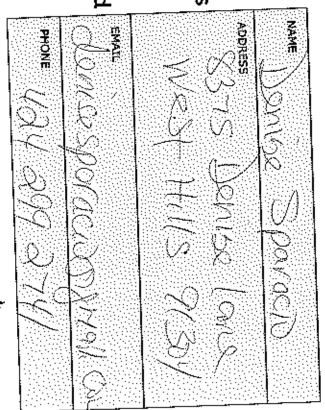


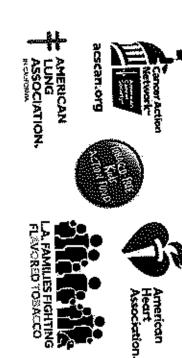


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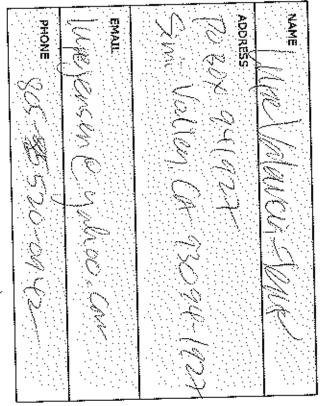


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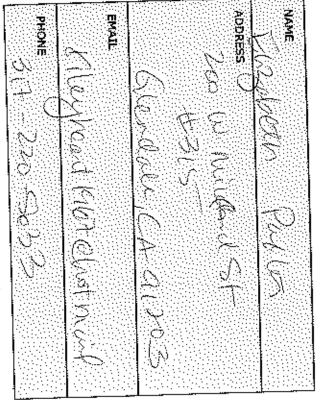


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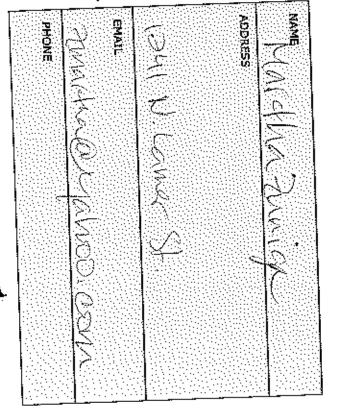


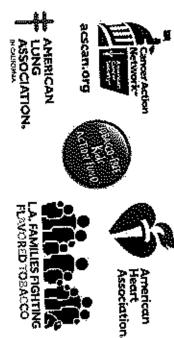
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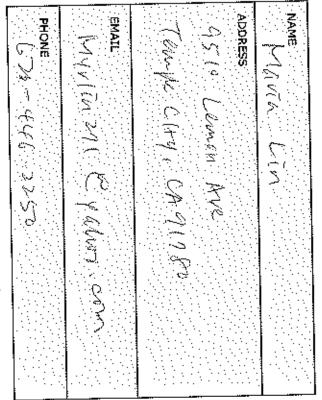


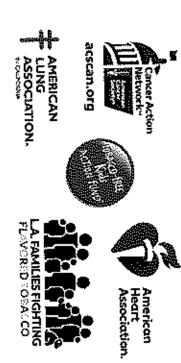
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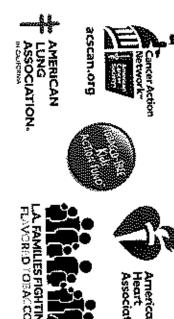
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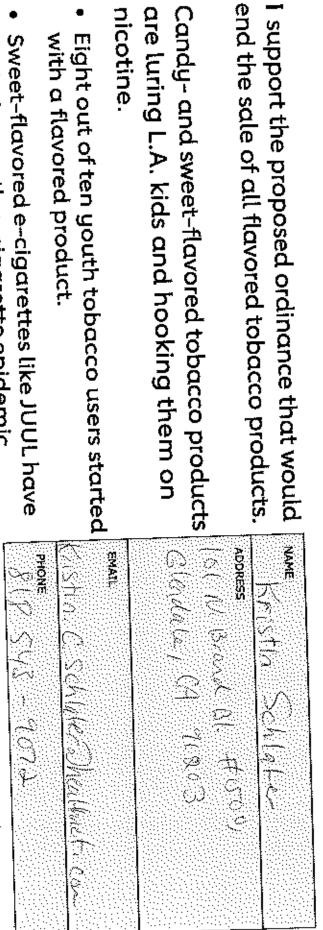
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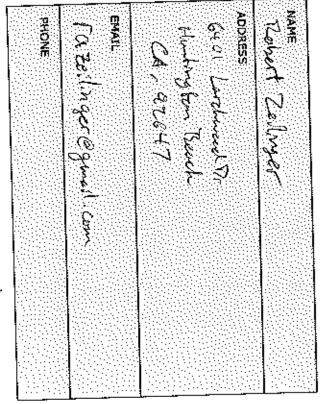


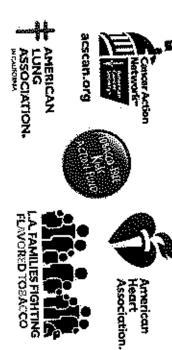


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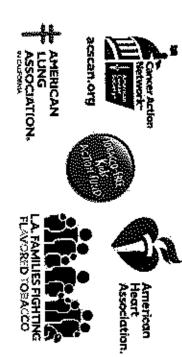


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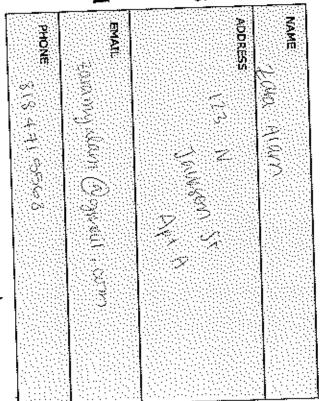




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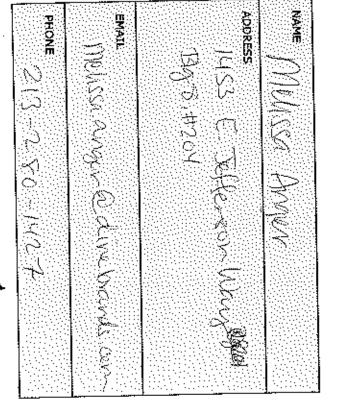




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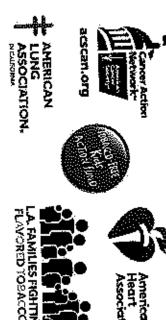
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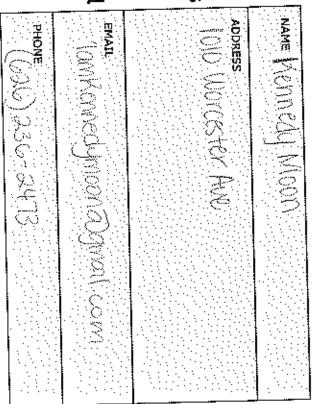
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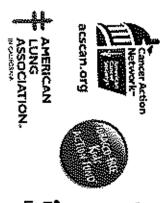
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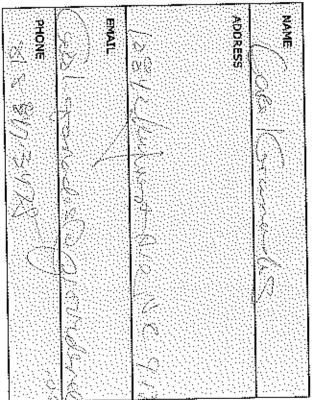


Candy-and Sweet-Flavored Tobacco Products L.A. City and County Must Protect Kids from

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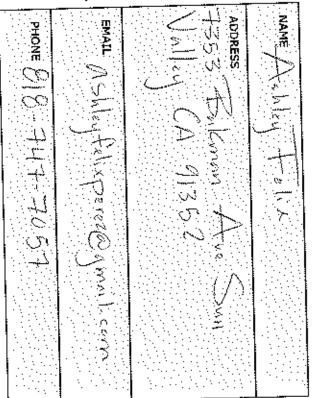


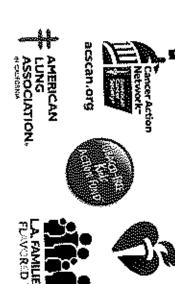
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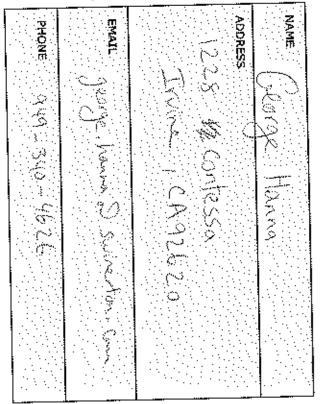


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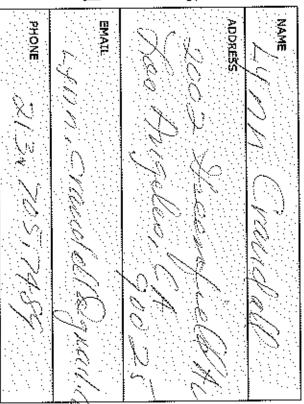
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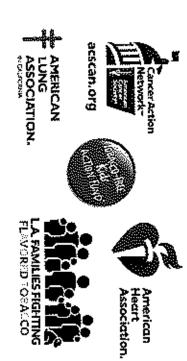
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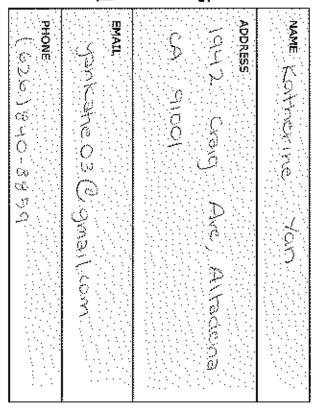
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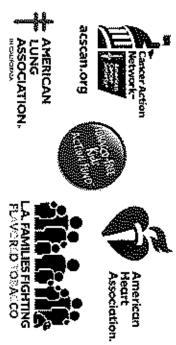
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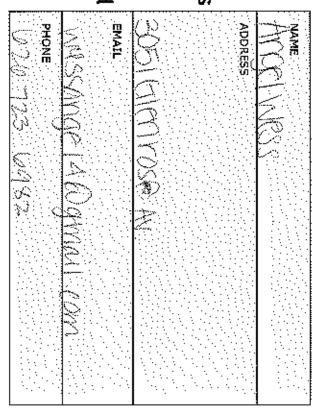


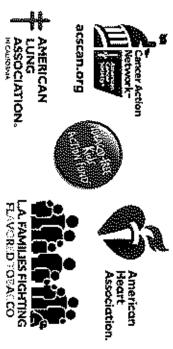
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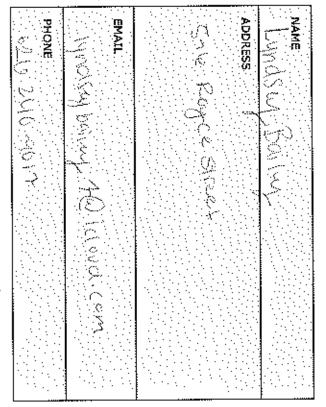
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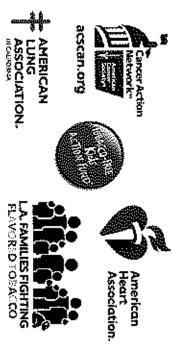
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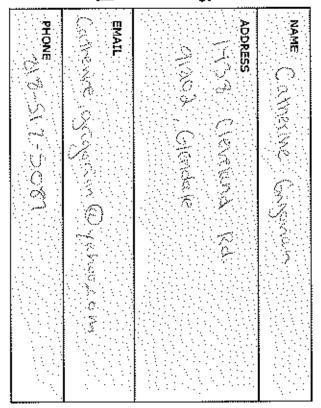
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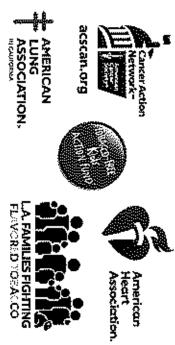
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Communication from Public

Miriam Zouzounis Name: **Date Submitted:** 12/04/2019 11:04 PM

Council File No: 18-1104

Comments for Public Posting: Honorable Council Members, I am writing to express opposition to Ordinance 18-1104. I am writing this letter in my personal capacity but informed by my experience as a Commissioner on the Small Business Commission in San Francisco. In 2017 San Francisco passed a Ban on Flavored Tobacco and additionally in 2019 passed a Ban on Vapes/Electronic Cigarettes. The Economic Impact Report conducted by the Controller's Office in 2017 showed immediate impacts to the City and County would be \$50 million dollar loss in Tax revenue. In a similar report done by the Office of Small Business estimating economic impact for a full device ban in the 2019 ordinance, \$70 million was approximated. More importantly, neither legislation accounted for transition and economic mitigation support for impacted, compliant retailers, nor the foresight to curb a black market which has proven rigorous in San Francisco. Since 2017, data shows 200 tobacco licenses, and in turn the small businesses associated with them, have closed their doors, lost their business, etc. It is also very important to note the disparate impact this legislation will have on immigrant and minority retailers, whom often hold multi-generational businesses and tobacco licenses and inventory hold a retirement value for proprietors and their families. In San Francisco economic mitigation efforts (Compliance agreements with enforcement/regulatory bodies, fee reduction, etc.) have come too late thus we encourage a parallel and prior process of evaluation of economic impact on minority retailers in addition to amendments and feedback from all of the stakeholders. Thank you. Miriam Zouzounis Commissioner, Small Business Commission, City and County of San Francisco * (* for identification purposes only)

December 4, 2019

Los Angeles City Council

Re: File Number 18-1104

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Thank you.

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Commissioner, Small Business Commission, City and County of San Francisco *

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