



DEPARTMENT OF  
**PLANNING AND  
DEVELOPMENT  
REVIEW**

# CPCR.2024.021: tobacco, nicotine, and hemp product retail sales



Kevin J. Vonck, Ph.D., Director

TUESDAY, 21 JANUARY 2025

# Why regulate retail sales of these items?

manufacturers allocate 90% of cigarette advertising and 70% of smokeless tobacco advertising to point-of-sale

adolescents who smoke are at high risk for long-term addiction because their brains are still developing

long-term addiction results in tremendous personal, social, and financial costs of tobacco-related illnesses

the number, density, and proximity to schools of retailers are associated with negative public health outcomes

# How do we define these establishments?

.93:1 *Retail sales of tobacco and hemp* means any business or establishment where ~~twenty (20) percent or more of the floor area of the premises~~ contains the retail sale of electronic smoking devices and retail tobacco products, as such terms are defined in § 18.2-371.2 Code of Virginia; or hemp products and hemp products intended for smoking, as such terms are defined in § 3.2-4112 Code of Virginia.  
~~This definition shall not apply to a licensee holding a valid license under § 4.1-206.3. Code of Virginia.~~

# How do we regulate “adult bookstore” uses?

In any one month, twenty-five percent (25%) or more of the gross income of the establishment is derived from the sale, rental or viewing of such materials;

Twenty-five percent (25%) or more of the floor area of the premises is devoted to the display or storage of such materials; or

Twenty-five percent (25%) of the stock in trade of the establishment is comprised of such materials.



# How do we define these establishments?

**Henrico:** 15% of  
display space

**Chesterfield:** 15%  
of display space  
or 25% of  
inventory

volume

area

*horizontal*

*vertical*

discrete number

percentage

*gross*

*net*

# Questions and discussion